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Vol. 57

No 10

# THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

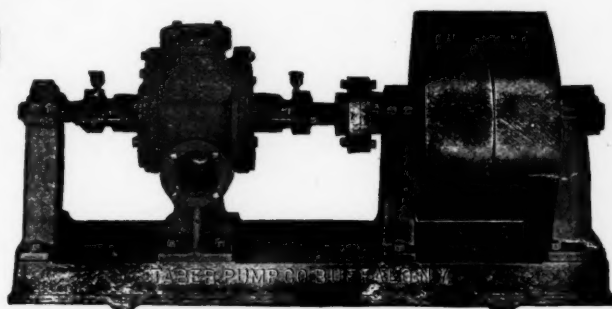
PUBLISHED EVERY SATURDAY

SEPTEMBER 8, 1917

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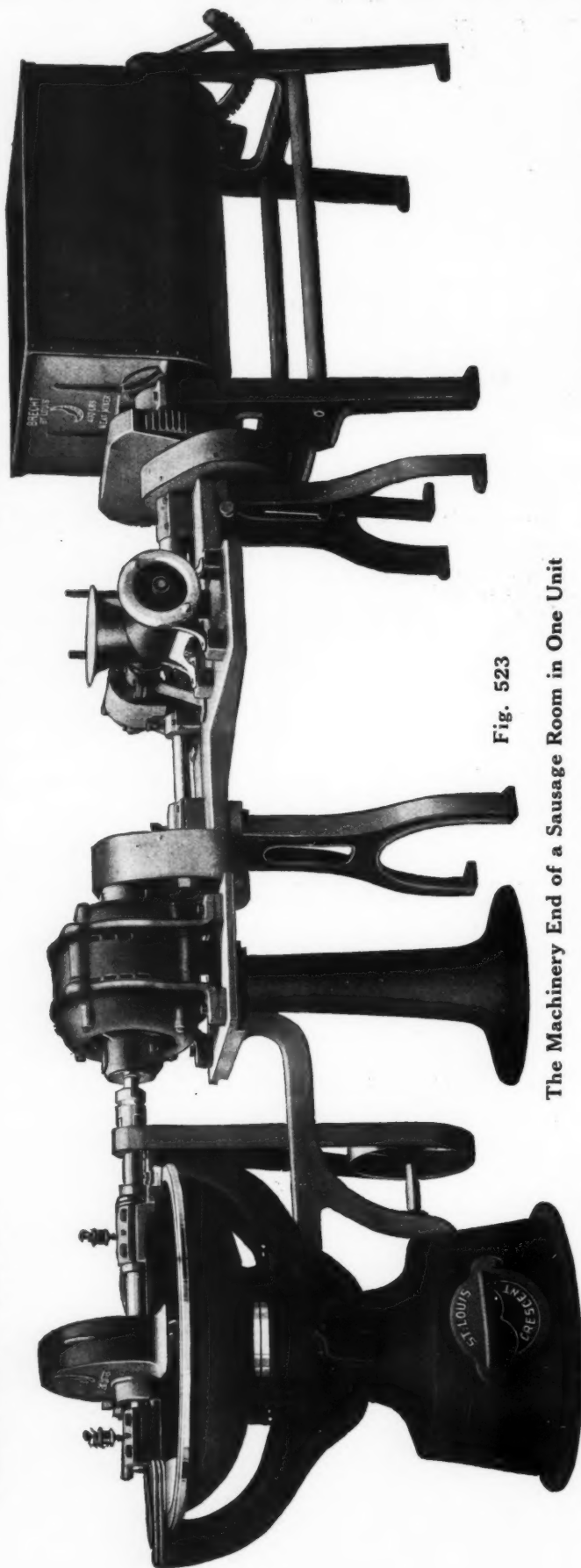


Fig. 523

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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at New York, N. Y., under the act of March, 1879.

Vol. 57

New York and Chicago, September 8, 1917

No. 10.

## MUST INCREASE MEAT PRODUCTION

### Conference at Washington to Plan Ways and Means

A conference of livestock raisers, government officials and food administration aids was held this week in Washington to consider the livestock situation as it affects the meat supply. The conference was called by Secretary Houston and Food Administrator Hoover because of the critical situation, and to crystallize opinion as to what should be done.

Attention was called to the shortage of meat animals everywhere, particularly in Europe, and to a meat famine threatening unless constructive action was taken to prevent it. Special emphasis was laid upon the fact that Europe's meat animals are about gone, and attention was called to the plan of the British food controller to encourage grain production at the expense of livestock production. This put a heavier burden than ever upon the United States to supply the deficiency.

Specific attention was called to shortage of feed in cattle-raising sections of the West, especially due to the Texas drought, and one of the chief suggestions made was for a comprehensive plan of redistributing meat animals to sections where feed is abundant and animals not so numerous, as in South-eastern States. This applied particularly to breeding stock. The point was made that action must be taken at once—delay of a few weeks only would be fatal—in order to prevent further slaughter of this stock.

It was unanimously resolved that livestock production must be increased, and that steps of a constructive and comprehensive character must be taken at once to that end. The matter of meat conservation was also considered, and the problem of emergency control of meat and dairy products was discussed.

#### Still Studying Production Problem.

The conference appeared to agree that the best hope for increased beef production was through redistribution of cattle in sections where feed abounds. No conclusion was reached up to Friday regarding methods to pursue to increase the meat supply through greater hog and sheep production.

Mr. Hoover once more stated positively that he had no intention and no authority to fix prices. His only desire is co-operation for the purpose of increasing production and stabilizing prices for the best interest of

producers and consumers. He said, though, that the Government will try to put a stop to all speculation, and that he has completed arrangements within the past week to absolutely control hog meats, hog products and all fats for export. This is through the export embargo and the British prohibition of provision imports except under license.

#### Hoover Decries Government Meat Control.

Mr. Hoover told the conference that price fixing for meat and dairy products had no place in the Government food control plans. He made the positive statement that he had no such power. As long as the heavy demand for meat kept up, along with decreased production, meat prices would continue high. It was the hope of the Administration to stabilize prices and thus eliminate speculation. He does not believe there is a panacea for the situation. The best we may expect is slow development toward the ends sought.

Drastic control of packing plants or Government operation will not work, he said. Only through co-operation of all interests can the objective be obtained.

The wheat committee named a fixed price as a guarantee to producers and to stop speculation. The meat situation is such that high prices to producers must be guaranteed for many years. Nothing can be done to stop the rise in meats if the shortage continues, but stabilization will cause upward movement at a continuous level.

Mr. Hoover doubts if legislation is wise for minimum prices, and in meats he doubts it would accomplish the results. The food administration, acting as the Allied purchasing agent, not only buys for governments but civilians as well, and through this power may control stabilization of prices.

The conference opened on Wednesday with addresses by Secretary of Agriculture Houston, Mr. Hoover, W. P. G. Harding, governor of the Federal Reserve Board; Daniel Willard, chairman of the transportation section of the National Defense Council; Herbert Quick, of the Federal Farm Loan Board; Senator Kendrick, of Wyoming, and others.

#### The Critical Meat Supply Situation.

Secretary Houston, after expressing his gratification that the government can call upon citizens to assist in its tasks and stat-

ing his appreciation of the patriotic response to the call for the meeting, said in part:

"We should have needed to give increasing attention to the meat supply if no war had broken out. Seventeen years ago there were about 195,000,000 cattle, milch cows, sheep, and hogs in the nation; today there are about 186,000,000. And yet in that period this country has gained a nation. It has added to its population 26,000,000, three-quarters of that of France.

"Obviously the problem of increasing the supply of meat is one of the utmost concern. It is one of the three or four big tasks in the field of agriculture to which I have persistently directed attention during the last four years. But in this particular emergency, it is immensely intensified.

"You know something of the conditions abroad. You know what war means in respect to the wastage of materials of every sort, and especially in respect to the wastage of animals, of food animals, of draft animals. I do not know that it is possible—I

(Continued on page 24.)

#### COMMITTEES ON MEAT PROBLEMS.

As a result of the conferences held in Chicago between Herbert Hoover and representatives of the livestock and meat packing interests, a series of committees is to be appointed to co-operate with Mr. Hoover in the handling of the meat situation. These will represent the packers, commission men, those engaged in export business, the railroads and the livestock producer.

It is planned that each committee shall make an intensified study of its particular phase of the meat industry. When this has been done each committee will nominate a representative, who will become a member of a joint committee, which will meet and attempt to adjust all differences which may exist.

This committee will, it is planned, map out a plan designed to stabilize the industry so that waste will be eliminated and prices to the consumer brought down to as near a normal basis as possible. At the same time it will attempt to place before Mr. Hoover a scheme whereby the producer will get a good price for his livestock and the packer a living profit for his work, at the same time holding down as far as possible the price at the meat market.

In whatever steps are taken the good of the people will be the prime consideration, the projectors claim. The war has upset the meat industry, just as it has all other businesses, and probably technical infractions of various codes will be required to straighten it out. It is pointed out, however, that the Lever food and fuel bill makes legal numer-



ous acts heretofore considered illegal, when those steps are taken as "war measures" under Department of Justice direction.

As a result of his conference with the packers and producers Mr. Hoover carried back with him to Washington definite assurances that there would be no dearth of co-operation in the meat industry. He was informed that every branch of the livestock industry, from producer to the man who turns out by-products, is anxious to do his "bit," and that they wait only directing orders from the food administrator.

#### BRITISH EMBARGO ON PROVISIONS.

The British government last week announced a regulation prohibiting the importation of bacon, butter, hams and lard except under license. The object of this action is to enable the government to take over the entire purchase of the import articles enumerated and concentrate the purchase in various countries into a single organization.

The British Food Ministry is establishing in the United States a single buying agency and will make all purchases through this agency, beginning on September 3. All holders at the present time of c. i. f., and f. o. b contracts in bacon and lard with American shippers are required to furnish to the Food Ministry full information immediately.

Pending further arrangements licenses will be granted certain importers of bacon, ham and lard from other countries than the United States to continue imports. Consignments of Canadian bacon will be under the same restrictions as American goods. Imported in behalf of the Food Ministry, they will be distributed through the ordinary channels at set terms as to commission and profits, thus protecting the public.

A statement issued by the Food Ministry says: "It should be borne in mind that importers' prices are mainly determined by the market prices ruling in foreign countries, over which the Food Controller has no control, and that they must be maintained at such a figure as to insure the regular shipment to this country of adequate supplies. Producers' prices also have been fixed for home produced bacon, ham and lard."

#### FRENCH MEAT SUPPLY REDUCED.

The Food Administration has received directly from the French government figures showing the decrease of livestock in France as a result of the war. On December 31, 1916, according to the official French figures, the cattle had decreased to a total of 12,341,900 as compared with 14,807,000 in 1913, or 16.6 per cent.; sheep decreased from 16,213,000 in 1913 to 10,845,000 December 31 last, or 33 per cent.; swine decreased from 7,048,000 in 1913 to 4,361,000 at the close of last year, or 38 per cent.

The per capita consumption per annum of meat in France at the present time is estimated by the French government at 69.61 pounds of beef, 11.16 pounds of mutton, and 21.48 pounds of pork.

The French figures emphasize the recent statement of the U. S. Food Administration that the nations of Europe are now rapidly depleting their supply of livestock, and must therefore depend largely upon the United

States for their meat and dairy products after the war.

#### CANADIAN FOOD REGULATIONS.

The conference between F. C. Walcott, personal representative of Herbert Hoover and of the United States Food Administration, and representatives of the Canadian food administration, which took place at Ottawa, Canada, recently, has resulted in the establishment of the closest possible relationship between the two administrations, and a working agreement has been reached by the two bodies.

The international nature of the food problem both demands and is receiving the mutual consideration of the British, United States and Canadian food administrations. Plans are maturing for joint action to secure essential commodities for export, while protecting the general public against exploitation and permitting fair returns to producers.

"There is absolutely no foundation for the recent reports that the British government will not require any more Canadian bacon and hogs," says the Canadian statement. "A reduction of at least 25 per cent. in home consumption in the Dominion is essential, if sufficient quantities are to be released for export to Great Britain and other European allies. What the British government has done is to prohibit the import of bacon, butter, hams and lard, except under license.

"The British food minister is establishing a single government buying agency in the United States for these Canadian and American products, and will make all purchases through this agency, as of September 3. The establishment of this agency will make possible international action between the

British, United States and Canadian food controllers. Unrestricted individual competition in buying, has resulted in prices which have made the action taken by the British government necessary."

#### WOMEN AS FOOD PRICE DETECTIVES.

It is reported from Washington that the Food Administration will ask for volunteer detectives in towns and cities of the country to keep an eye on retailers and food dealers and report prices asked by them for food products. John Skelton Williams, Comptroller of the Currency, has written a letter to the presidents of national banks in towns and cities of more than 3,000 population asking that they recommend responsible persons to report weekly to Herbert C. Hoover on the prices that are being charged by retail grocers and food dealers.

In this way Mr. Hoover expects to keep more closely in touch with the food price situation than would be possible by other and more expensive means. "It has been suggested," said the letter, "that perhaps intelligent and patriotic women can be found in each town and city who will be willing to give their services for this purpose—possibly the wives and daughters of the officers of the banks would agree to inform themselves and forward to Washington the information sought—as a work of public service in these war times."

#### FOOD SAVED FROM GARBAGE.

Practical results of the food conservation campaign are shown in the garbage reports for July from 59 cities in the United States, with aggregate population of more than 21,000,000, just received by the Food Administration.

San Diego, Cal., shows the greatest increase in saving, the total collections for July, 1917, reaching only 43 per cent. of those for July, 1916. Ten other cities show a decrease of 25 per cent. or more. These are Wheeling, Portland, Ore., Charleston, Grand Rapids, Columbus, Ohio, Lincoln, Savannah, Brockton, Davenport and Mobile.

Only 12 of the 59 cities report an increase. These are Springfield, Ill., Yonkers, Schenectady, Waterbury, Kansas City, Mo., Peoria, Richmond, Berkeley, Norfolk, Dayton, Houston and Trenton, Springfield leads with an increase of 58 per cent.

The 59 cities reported a total of 193,357 tons of garbage collected in July, 1917, compared to 217,816 tons collected in July, 1916.

#### MEAT IMPORTS WERE SMALL.

Imports of meats and meat products into the United States during the twelve months ending with June, 1917, were much less even than the preceding year, due to war and world shortage conditions. As reported by the federal meat inspection authorities the imports were as follows: Fresh and refrigerated beef, 15,563,160 lbs., compared to 82,884,003 lbs. the year before. Other fresh meats, 7,868,064 lbs., compared to 23,324,276 lbs. the year before. Canned and cured meats, 4,847,296 lbs., compared to 2,743,278 lbs. a year ago. Other products, 1,042,476 lbs., compared to 1,562,919 lbs. a year ago.

Do you read the "Practical Points for the Trade" page every week? It's page 18.

## American Meat Packers' Association

Holds its Twelfth Annual

## CONVENTION

AT

## CHICAGO

## October 15 and 16

Because of the War this  
will be a vitally important  
meeting.



## EFFECT OF FEDERAL CONTROL ON BUSINESS

### War Measures in England Compared to Our Own Situation

[EDITOR'S NOTE.—The following article from the July issue of "The Americas," the publication of the National City Bank of New York, will be of interest to all business men at this time, in view of possibilities of government regulation of business in war-time.]

The question that is uppermost in the minds of many American business men at this moment is, what is going to be the extent of the Government's progressive assumption of control over American business affairs as we take a more and more active part in the war, and what will be the effect on general business. Particularly, American manufacturers who have devoted energy and money in the past three years to the establishment of permanent foreign business connections and organization are asking what will happen with these enterprises when the Government tightens restrictive control of exports and imports for the purposes of war.

We will now be hearing every day of preparations at Washington for extended control over the shipment abroad of American products. Because of the necessity of keeping important economic as well as military information from the enemy, and presumably also because of consideration of diplomacy, it is likely that proclamations and rulings may be made with a minimum of explanation of the underlying reasons, so that, unless business men are themselves watchful of significant developments, and are informed about the general meaning of Government control of national business in war-time, these Government activities will be apt to cause them greater anxiety than the actual situation will warrant.

Government interference of any kind in American business affairs has always heretofore brought anxiety and hesitancy and has invariably hurt the general business situation. To some extent this has always been "psychological." Now we have come to the point where national defense requires a measure of war-control of almost everybody's affairs. Will it be accepted without useless and hurtful anxiety by the business community?

The basis for a good, cool judgment by any business man of the intrinsic effect of what we may expect in the way of Government interference with ordinary business affairs during the war is the experience of British business concerns, in domestic production and in foreign trade, during the past three years. What the after-war effect on British trade is going to be, is still conjectural.

As to war-time conditions, we see Great Britain, with its population of 46,000,000 (comparing with our 104,000,000) and its manufacturing capacity estimated to have an output of about \$8,000,000,000 worth of product a year (at the beginning of the war) comparing with a 1914 capacity in America of over \$24,000,000,000 and now at least \$29,000,000,000, confronted with the necessity of raising with emergency speed 5,000,000 soldiers out of her limited population (as against our present expected levy of 2,000,000, with talk of a final 5,000,000 out of our more than twice as many inhabitants) and with the economic burden of manufacturing immense stores of munitions with a national industrial plant a third the size of our own,

in the face of a draft of so high a proportion of her working forces, and of the necessity of importing practically all of her raw materials.

Yet, handicapped by a collapse of the machinery of international credits and exchange, so vital for her necessity of getting materials, confronted also with other critical problems from which we are absolutely free, Great Britain has so organized that the production of her industry is enormously increased despite the draft of men for war, internal prosperity is general, and a consistent policy of keeping up the foreign commerce of the country has been astonishingly successful.

#### How Control Has Been Accomplished in England.

This has been done by means of a progressive Government control that has now reached a degree of direct touch with every inhabitant's personal affairs that, in August, 1914, almost any Englishman would have refused to consider as a possibility. England is at this moment one centrally controlled workshop. Its railroads, its mines, its factories, its ocean lines, its cables and wires, its labor forces, its financial capital, its groups of men of executive management, its farms and fisheries—they are all subject to government orders and to a large extent actually managed under the central authority.

England has accomplished a wonderful organization of national unity and team-work, entirely compatible with the individuality of initiative and enterprise which Englishmen and Americans will never give up. Railroads, mines, the "controlled industries," shipping, and other big forms of enterprise, are working under the local management of their owners—working under some satisfactory agreement as to remuneration, and with the individual managements in the direct employ of the Nation, exercising all their abilities to do what the government directs. Outside of these, enterprises that are still under independent management, and looking for profits in the ordinary way, are nevertheless guiding their activities in accordance with definite government policies, subject to its permission in regard to materials, labor, prices, wages and priority of preference in handling business.

War-control has practically gripped every person's affairs. Wastefulness at home or in the shop is an offense. The government has power to assume control, whenever it sees fit, of any factory, any railroad, any farm, any shop. It is a "summary offense against the defense of the realm" for either workman or business executive to absent himself from any work or duty in which the government has an interest, to wilfully miscarry instructions, or to impede or delay the production.

A man may not hire an ordinary employee without express permission. The important raw materials may not be purchased or sold without permit, and in the fixed order of certain established priorities of delivery. Practically nothing may be exported or imported without a license. It is not permissible for

capital to be employed in unauthorized ways. Government boards of experts in different lines of industry are fixing prices of materials and wages of labor.

As instances of how carefully and why labor, capital and materials are being conserved in England at this moment, an order was recently issued forbidding anybody to construct experimental aeroplane apparatus without permission, London newspaper advertisements invite elderly gentlemen of artistic, professional or leisurely abilities to undertake certain attractive kinds of the work in munitions making; and nobody is permitted to start a new publication.

#### Not As Restrictive As It Seems.

However, American business men who may think they see this extent of control coming in America should know this accompanying fact; the multiplicity of instances where it is necessary to obtain specific license to carry out some piece of business does not mean actual restriction except in a minimum of cases. Permission is given except in a small proportion of applications. To a small extent, only, the government refuses licenses; in a moderate number of cases the purpose of restriction is to direct manufacturing energies into channels of greatest benefit to the nation and just as profitable to the business man individually.

In a majority of instances the license system is used for the sole purpose of enabling the government to keep informed about the negotiation of business in its early stages so that it may exercise intelligent control. It is exactly as if the head executive of a business concern should require that certain transactions or correspondence must be submitted to him for approval, so that he may keep in close executive touch with the business, not with any idea of restricting the enterprise of his subordinates.

The growth of the English control has been gradual, and well thought-out, although it has had its inevitable mistakes, and for three years the English newspapers have frequently published the protests of manufacturers and exporters because of the little inconsistencies of bureau decisions that caused them losses, and of restrictive rulings that had a more sweeping effect than was intended.

It is understood that our own Government may adopt a policy based on England's experience, and not publish many general regulations, say of export or import, but may require licenses over a broad range of business in order that unforeseen effects of general restrictive orders may be instantly corrected. In the light of experience, American exporters must not be worried if our own Exports Council demands export licenses for a long list of articles, and replies to their applications with a terse approval or refusal without giving reasons that would disclose to the enemy plans and policies they would like to know about.

#### What We Are Likely to Do Here.

The full programme of what our Government will do in the way of control of the nation's business will undoubtedly be a progressive development that will depend upon circumstances, just as England's was. No group of men could possibly formulate much more than a tentative plan for the future of the war period.

(Continued on page 42.)

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest differences of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### GRADING OF WILTSHIRE SIDES.

A subscriber who is a curer in the Middle West writes as follows:

Editor The National Provisioner:

Please tell me how Wiltshire sides are graded for weight. Also for fat and lean, and for quality.

Wiltshire sides may average as follows: 38 to 41 lbs., 42 to 45 lbs., 46 to 50 lbs., 51 to 55 lbs., 56 to 60 lbs., 61 to 65 lbs., 66 to 70 lbs. Most desirable averages are 50 lbs. to 65 lbs. Leanest,  $1\frac{1}{2}$  inches of fat; lean,  $1\frac{1}{4}$  inches of fat; fat sides run 2 inches, and heavy fats  $2\frac{1}{4}$  inches and over. "Seconds" are graded as follows: No. 1, slight bruises; No. 2, bad bruises; No. 3, soft sides. The yield of Wiltshires varies according to the quality of hogs, say from 60 per cent. to 63 per cent. Practically all Wiltshires are "singed," but few are "scalded." They may be shipped in 15 days, "pumped," of course.

### ALLISON COTTONSEED FLOUR.

The following comes from a subscriber in the North:

Editor The National Provisioner:

We had a "wheatless week" here last week, and somebody told my wife about the value of cottonseed flour as a substitute for wheat flour. We secured a small quantity, but had no success with it. Can you tell us something about it so that we can use it?

Cottonseed flour is not a substitute for

wheat flour. That is where your wife made her mistake. It is really more of a meat substitute than a cereal substitute, since it contains such a large percentage of protein. Used in bread-making, etc., it should be mixed with other cereals, say one part of cottonseed flour to four parts of wheat flour. Other cereals may be used instead of wheat, of course.

Cottonseed flour is made from cottonseed cake, the residue left after pressing the oil out of the cotton seed. It is made by a special milling process and in commerce is called Allison flour, after the late Colonel Jo W. Allison of Texas, the leader in the development of this product. The pioneer miller is G. A. Baumgarten of Schulenberg, Texas, who has set the pace in adapting and installing special machinery for the purpose.

Cottonseed flour is so rich in protein and fat that it cannot be used the same as wheat flour. It is really more of a meat than a cereal food. It should be mixed with other flour to obtain the right results in making bread, etc. Its practical freedom from starch and starch-like stuffs makes it of great value as a diabetic food.

Dr. G. S. Frapps, State Chemist of Texas, states that 20 per cent. of Allison flour added to 80 per cent. of wheat flour contains as much nourishment as eggs or meat, but is 21 times cheaper than eggs and 15 times cheaper than meat. P. S. Tilson, of the Houston Laboratories, analyzed a sample of the flour and stated it contained 64.53 per cent. protein and fat; patent wheat flour contains 11.73, fresh eggs 23.9 and meats from 17 to 25 per cent.

It will be seen from this that cottonseed flour has a nutritive value more than five times that of wheat flour, three times that of lean round of beef and from three to thirty times that of many of the best known and most frequently used articles of food.

Cottonseed flour should be mixed with wheat flour or corn meal. Comparatively speaking, wheat flour is nearly all starch and cottonseed flour is over 50 per cent. protein. To get the best results therefore, a mixture of these flours should be made. Some are using as much as 30 per cent. of this flour to 70 per cent. wheat flour for bread, fruit and ginger cakes and rolls, but 20 per cent. is deemed sufficient for every day use.

For bread the flours may be mixed dry, but a lighter bread is made by mixing up the yeast sponge entirely with the wheat flour, and after this rises kneading in the cottonseed flour. This method allows the yeast cells to multiply and feed on the wheat flour just as in other breads, but it should be put into the oven just a little before it has finished rising, for the hot oven will finish same and bake the bread at its lightest point.

All kinds of ginger and fruit cakes are greatly improved by the nutty flavor the cottonseed flour imparts, and 20 to 30 per cent. may be used. For biscuits do not use quite as large a per cent. as for bread or rolls.

Corn bread is also greatly improved by using 20 per cent. of this flour. For hot cakes equal parts of corn meal, Allison flour and wheat flour made into a batter is said to be better than buckwheat cakes.

In using the Allison flour for bread the result should be a rich golden brown loaf similar in appearance to Boston brown bread, but as light and fully as large a loaf as with ordinary wheat flour. If the first batch does not turn out such a loaf, it is well to remember that your first batch of light bread was not perfect.

Do you want a good man? Or perhaps it is a position you are after. In either case, keep an eye on page 48. It will be worth your while.

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Realizing that it is necessary to operate evaporators by semi-skilled and sometimes unskilled labor, we make each machine as simple as possible, with every working part easily accessible. Swensons operate with less attention than an old kettle and the labor saving alone is an item for the profit side of your ledger.

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# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers  
Association

Published by

The Food Trade Publishing Co

(Incorporated Under the Laws of the State of New  
York)

at No. 116 Nassau St., New York City.

GEORGE L. MCCARTHY, President.

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## MAKING A FOOD SURVEY

Preliminary work in the biggest food survey ever undertaken by this nation has been completed. Blanks are being mailed from thousands of communities, selected as typical in their territory, in which an exact tally is supposed to have been made of all foodstuffs in wholesale and retail establishments and even in the pantries of homes. Dealers are expected to return the food survey blanks, sworn to before a notary, before September 10.

This survey, which is to be followed by a more comprehensive one later, surpasses in its scope those made by England and France early in the war. Even Germany's earlier attempts at such a survey were not so comprehensive in plan as that attempted by the government here, through the Bureau of Markets and a co-operating committee from the Department of Agriculture. The preliminary survey includes eighteen of the principal food staples.

One of the beneficial effects of the present war will be to give America an accurate knowledge of its own resources, its own cost

of production and its own methods of doing business. The chairman of the Federal Trade Commission reported that only a little more than 10 per cent. of American business men had actual knowledge of the cost of production in their own lines of industry. The recent activities of the commission have been designed to provide such knowledge of the cost of production in the basic industries, and a standard has been set even for the smaller concerns.

For many years the Department of Agriculture has aided in stabilizing prices for cotton, wheat, corn and other products by giving information regarding crops and crop prospects. As a war measure the Department is now engaged in making a survey of the food supply of the country. This inventory is along broad lines, as the Department is authorized to "investigate and ascertain the demand for, the supply, consumption, costs and prices of and the basic facts relating to the ownership, production, transportation, manufacture, storage and distribution of foods, food materials, feeds, seeds, fertilizers, agricultural implements and machinery and any article required in connection with the production, distribution or utilization of food."

Hitherto in much of its regulatory legislation the government has acted without sufficient knowledge of actual conditions in the country. The first requirement for just and equitable legislation is full knowledge of the conditions on which the legislation is based. Germany was able to build up the strongest industrial organization in the world because of her precise knowledge of her own industrial and agricultural requirements. The United States gained its enormous strength out of its own natural resources, which, because of the lack of accurate information, have not always been put to their best uses.

## IS THERE A FEED SHORTAGE?

Mr. Hoover and the Department of Agriculture are making every effort to stimulate livestock production, and to check the marketing of animals which should be kept on the farm for breeding and dairy purposes. There is undoubtedly a world shortage of meat animals, due to the war and other conditions. But that should be all the more reason for American producers to husband their breeding resources and take advantage of the unprecedentedly high prices now prevailing for livestock.

There is a great deal of talk about high cost of feeding materials, and this is an excuse which, like charity, covers a multitude of sins of short-sightedness or inefficiency on the part of the American livestock raiser. When he can get 20 cents for his hogs and 15 cents for his steers on the hoof, he should

have some incentive to go in deeper instead of liquidating. If his feeding cost is too high isn't it possible that he doesn't know all that he might learn about feeding?

The government says this year's corn crop will exceed three billion bushels, or 600,000 bushels more than last year. Moaning over some shrinkage in the wheat crop has obscured the fact that grain and forage crops which go into livestock have been very large. We venture to say that the majority of our livestock feeders never heard of the velvet bean, and yet there will be five million tons of these beans, which make wonderful stock food when ground, harvested in the South this year, besides the enormous amount of roughage from the millions of acres of these bean vines.

These are only instances. Hoard's Dairyman, noted for its plain speaking, deploras the widespread talk about crop failures, and says on an authority which cannot be considered lightly:

"This year, so far as we can learn and from what we have observed in this country, promises to be one of the best we have ever experienced for all parts of the nation. We should rejoice and be thankful for the crop conditions of our country. We have enough to contend with without making a bright prospect look dark and gloomy. We shall all have enough to eat if we husband properly what has been given us and our usual amount of livestock can be kept if the farmers will make use of all that is grown on their farms."

But the livestock shipper bemoans the fate that forces him to pump his hogs full of water and sell them to the packer for 20 cents a pound on the hoof, water included. What would he say to the suggestion that a bumper corn and forage crop justified a reduction in live hog prices for the coming season?

## WHAT OLEO FIGURES TELL

The preliminary report of the United States Commissioner of Internal Revenue for the fiscal year ending June 30, 1917, reports tax collections on oleomargarine indicating the largest production on record. The tax receipts for the year indicate a production of 6,327,168 lbs. of artificially colored product and 228,066,008 lbs. of uncolored product, or a total of 234,393,176 lbs. of oleomargarine on which tax was paid for the year. The total production the previous year was 152,123,725 lbs.

The government derived a revenue of \$1,995,720.02 from oleomargarine taxation during the fiscal year, of which \$792,838.24 came from special taxes which manufacturers and dealers had to pay, in addition to the tax per pound on the product.

These figures tell their own story. The growth of the public demand for the product, in spite of heavy discriminatory taxation imposed in the interest of a butter monopoly, is strikingly significant.



## TRADE GLEANINGS

The Corn Belt Packing Company, Wilmington, Del., has been incorporated with a capital stock of \$3,000,000.

An abattoir and packing plant will be established at Moultrie, Fla., by C. E. Howland, of Atlantic City, N. J.

Fire of unknown origin destroyed the sheds of the Ballard Packing Company, Indianapolis, Ind., causing a loss of \$7,000.

The Hammond Packing Company's establishment at 301-303 Ferry street, Pittsburgh, Pa., has been damaged by fire.

It is reported that the Denver, Col., Union Stockyards Company is to begin at once improvements to cost approximately \$35,000.

The pork packing plant at 195 Hamburg avenue, Brooklyn, N. Y., conducted by Christopher Grozinger, has been damaged by fire to the extent of \$15,000.

Plans are being prepared for the erection of six additional buildings at Atlanta, Ga., for fertilizer plant; largest structure, 170 x 600 ft., by the American Agricultural Company. Cost of buildings estimated at \$50,000.

Rowley & Cummings, Inc., New York, N. Y., to conduct an import and export business in meats, fish, etc., has been incorporated with a capital stock of \$80,000 by F. B. Knowlton, W. Metkiff and P. D. Benson.

The Double Action Fertilizer Distributing Company, Lake City, S. C., has been incor-

porated with a capital stock of \$1,500 by W. D. Turbeville as president; H. N. Singletrary, vice-president, and Ashton H. Williams, secretary and treasurer.

E. C. Tripi & Co., Inc., Buffalo, N. Y., to conduct a general wholesale provision and grocery business, has been incorporated with a capital stock of \$100,000 by F. C. Tripi, R. Tripi, 771 Front avenue and N. Valvo, 698 Seventh avenue, Buffalo, N. Y.

Continental Casing Company, Inc., New York, N. Y., has been incorporated with a capital stock of \$50,000 by C. A. Holstein, J. Macgregor Grant, 120 Broadway, and I. Macowsky, Hotel Theresa, Seventh avenue and 125th street, New York, N. Y.

Incorporation papers have been filed by the Union Stockyards Company of Montgomery, Ala. The company is incorporated with a capital stock of \$1,000,000 by F. H. Embry, G. W. Embry, W. D. Carrithers and W. L. Kennett, all of Louisville, Ky., and William M. Teague and A. C. Davis, of Montgomery, Ala. The officers are: President, William M. Teague; vice-president, F. H. Embry, and secretary and treasurer, A. C. Davis.

### INSPECTED SLAUGHTERS FOR YEAR.

The federal meat inspection authorities report a total of 9,299,489 cattle slaughtered under federal inspection during the twelve months ending with June, 1917, compared to 7,404,288 cattle for the preceding twelve months. Inspected calves slaughtered num-

bered 2,679,745, compared to 2,048,022 the previous year. Sheep and lambs slaughtered under inspection for the twelve months aggregated 11,343,418, compared to 11,985,926 the year before. Hog slaughters under inspection for the twelve months were 40,210,847, compared to 40,482,799 the previous year.

### JULY OLEOMARGARINE OUTPUT.

Official government reports of the output of oleomargarine for the month of July, as shown by revenue stamp sales, indicate that the production for that month was 284,209 pounds colored and 16,512,920 pounds uncolored, or a total of 16,797,129 pounds. This was one million pounds less than the preceding month, and eight million pounds greater than for the same month last year, or twice the production of July, 1916. The past nine months have seen the greatest production in the history of the industry. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year, are as follows:

	Pounds.
June, 1916 .....	11,796,808
July .....	8,722,207
August .....	11,904,679
September .....	10,334,173
October .....	20,259,454
November .....	24,459,254
December .....	23,122,828
January, 1917 .....	18,817,971
February .....	21,122,727
March .....	21,659,014
April .....	25,145,605
May .....	23,119,246
June .....	17,892,594
July .....	16,797,129

### STOCKS OF PROVISIONS.

Official reports of stocks of provisions at leading centers at the end of August are given as follows, with comparisons with stocks a month ago and a year ago:

	Pork, Bbls.		
	Aug. 31, 1917.	July 31, 1917.	Aug. 31, 1916.
Chicago .....	43,724	56,857	52,336
Kansas City .....	6,450	7,938	3,376
Omaha .....	8,746	10,169	5,111
St. Joseph .....	2,827	3,716	2,235
Milwaukee .....	4,904	4,754	1,918
Total .....	66,651	83,434	64,976
	Lard, Lbs.		
	Aug. 31, 1917.	July 31, 1917.	Aug. 31, 1916.
Chicago .....	53,437,570	57,578,335	60,580,812
Kansas City .....	1,870,848	2,352,382	2,902,491
Omaha .....	2,377,087	4,725,192	4,524,721
St. Joseph .....	4,136,823	4,419,931	2,216,901
Milwaukee .....	1,297,600	1,236,600	1,067,450
Total .....	63,119,928	70,312,340	71,202,376
	Cut Meats, Lbs.		
	Aug. 31, 1917.	July 31, 1917.	Aug. 31, 1916.
Chicago .....	121,129,195	147,663,362	110,147,015
Kansas City .....	40,502,300	48,908,600	46,011,600
Omaha .....	47,003,095	56,721,003	43,053,609
St. Joseph .....	31,596,198	35,991,822	31,991,267
Milwaukee .....	10,257,104	12,053,421	7,935,820
Total .....	250,488,492	301,338,208	238,539,311

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Market Continues Strong—Hog Receipts Small—Packers Buyers of Futures—Poor Prospects of Exports to Neutral Countries—Consuming Demand Reports Conflict—Monthly Stocks.**

The provision market has continued to exhibit a firm undertone and there has been a display of strength in both meats and lard. Reactions in the market occurred, but they did not extend far considering the prevailing level of prices. Packers have been among the prominent buyers of futures, suggesting to many a better trade demand and presumably part of this buying was necessitated by the Government buying, which should continue of liberal volume, although very little notoriety is given to the orders.

The foreign markets have been strong, and although private cables from English centers have told of freer arrivals, the stocks of provisions on the other side are not being added to appreciably, and prices rule at about the maximum quotations. It has been announced that Great Britain is to have one buyer in the market for provisions on and after September 5. This will eliminate competitive buying in the English markets and may furnish a little relief to the strained situation.

Actual exports have been of fair amount and nearly all to the allies. It can be stated on good authority that the volume of shipments to the neutral countries, especially the neutrals of Europe, will continue at a very low ebb. It is not altogether a case of whether we have sufficient supplies for the neutrals, it is a case of furnishing our own buyers and the allied buyers first, and then taking all steps necessary to prevent shipments of product to countries which are in a position to re-export to our enemy countries.

The understanding is that Government officials at Washington have gone over the whole situation carefully, and have figured the food requirements of neutrals in calories; not in grain, provisions, etc. The deduction is, therefore, that if these neutral countries have sufficient surpluses of fish and dairy products, etc., these must be used and not exported, and with such substitution the belief is that the peoples of the neutral countries will not starve, even though the tight ban on exports from the United States continues for a long time.

The hog situation is still giving cause for much complaint. Receipts are small, and the weights show little change, being about the same as a year ago, and averaging from 10 to 15 lbs. under two years ago. Manufacturers report absence of profits and oftentimes losses

in cutting up of hogs. Prices for product have been advanced all along the line, but the complaints continue and, therefore, the improved consuming demand, consistent with the cooler weather season, has not been the cause for much satisfaction.

The packing of hogs showed a continued falling off with the total for the past week at western points placed at 200,000 against 300,000 the previous week, and packing of 576,000 for the corresponding time last year; since March 1 the hog packing totals 13,522,700, compared with 14,977,000 for the corresponding time last year.

The monthly statement of Chicago stocks was just about as expected, and since the first of the month more decreases are claimed. The following table shows the stocks of all hog products at Chicago:

Articles.	Aug. 31, 1917.	July 31, 1917.	Aug. 31, 1916.
Mess pork, new, brls...	12,979	11,565	7,644
Mess pork, old brls....	5	10	1,415
Other pork, brls.....	30,740	45,951	43,277
P. S. lard, new, lbs....	45,749,490	45,954,501	51,479,747
Other lard, lbs.....	7,688,080	11,623,534	9,101,065
S. R. sides, lbs.....	13,656,436	14,977,255	9,785,148
S. C. sides, lbs.....	363,449	668,829	256,699
Extra S. C. sides, lbs..	1,304,609	3,076,773	1,252,514
Extra S. R. sides, lbs..	543,869	1,117,925	2,327,332
Short Fat Backs, lbs..	9,454,784	10,036,612	8,065,776
D. S. shoulders, lbs...	1,717,485	2,830,020	462,093
D. S. bellies, lbs.....	20,353,677	19,899,530	17,969,761
S. P. hams, lbs.....	29,361,054	41,731,543	27,813,368
S. P. skinned hams....	9,110,381	10,206,510	9,915,015
S. P. bellies, lbs.....	7,965,239	8,890,721	7,630,130
S. P. picnic, lbs.....	9,809,986	13,729,608	9,101,050
S. P. shoulders, lbs...	432,056	719,309	230,513
Other meats, lbs.....	16,749,314	19,781,637	15,339,616

**PORK.**—Demand has improved, due to the cooler weather. Prices are firmly held. Mess,

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CHICAGO



\$46@46.50; clear, \$43@46, and family, \$44.50 @46.

**LARD.**—The tone of the market is strong. High hog prices and the small movement are against an immediate decline in lard values. Quoted: City, \$23.50@23.60; Western, \$24@24.10, nom.; Middle West, \$23.70@24.80; refined Continent, \$24.50; South America, \$24.75; Brazil, kegs, \$25.75; compounds, 17 @17½c.

**BEEF.**—The market remains firm in sympathy with the strong situation in the west. Mess, \$29@30; packet, \$30@31; family, \$31 @31.50; East India, \$42@44.

SEE PAGE 29 FOR LATER MARKETS.

### HIGH HOGS HURT THE MEAT TRADE.

**Butchers Killed Ham Demand by Their High Prices—Provision Outlook Is Bullish.**

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, Ill., Sept. 5, 1917.—Top on hogs today is \$18.40, \$1.60 per hundred lower than the record price of \$20 August 21. Top on hogs last Friday was \$18.75, and the average price that day was \$18.15. The average price of hogs on Monday was \$18, on Tuesday \$17.90, and to-day the average price will probably be \$17.75, making the hog market to-day about 50c. lower for the week, and 25c. lower than yesterday. Hogs in Indianapolis to-day broke 40c.

The high prices for hogs have demoralized the meat trade, and were it not for Government and foreign orders, meats would be in poor demand. Hams have advanced 2c. and are now quoted at 27@27¼c., against 24@24½c. two weeks ago. Bacon has advanced in proportion.

Hams have been selling too low compared with other hog meats, but the slow sale during the ham season was mostly due to the prohibitive prices charged by the butchers. They were buying hams wholesale around 24c. a pound, and selling the center cuts at 50c. per pound. This killed the ham trade. With the foreign cuts of meats in small supply, hams will no doubt now come into favor and be sold for export, and prices will probably be higher. We will not be surprised to see hams selling at 30c. a pound, there will be no accumulation of hams from now until November or December, if then.

Marketable hogs are well cleaned up in the country, and we will not get any of the new crop in the western hog territory until November. Southern Ohio, Indiana, Tennessee

and some of the Southern States, which have started to raise hogs will probably be marketing hogs around September 15, but these States do not raise enough hogs to supply the market to any great extent. All indications point to light receipts in the big hog belt for the next two months.

Hog prices in the meantime will depend on how urgent the demand for meats will be. With our new army to be fed, the natural conclusion would be that there will be a good demand for cured hog meats, and as it is generally conceded that Europe is depending on the United States for meats, it is difficult to see any lower value for hog meats. But if we were depending on the natural home trade, which at present is not of sufficient volume to maintain prices, the butchers claiming they never had such poor trade, hogs would decline 2c. or 3c. per hundred in a few days.

We have no doubt that as soon as the new corn crop is assured there will be a revision in hog values. Were it not for such high hog prices during the last few months there would not now be such a scarcity. Hogs have been marketed that usually would still be working for their own feed, and waiting for the new corn crop, which will be the biggest on record, if it does not meet with frost damage.

The uneven hog market recently has unsettled the provision market, and in sympathy with the break in hogs to-day, the early market was weak and at the present time is unsettled. The action in the future provision market will depend on the demand both for home and foreign consumption, which we expect to be good, and with the stocks of provisions now held in store not burdensome and poor prospects for hog receipts for two or three months, we expect still higher prices for pork, lard and ribs.

The official report of stocks of provisions held in Chicago on the first of the month shows a decrease in 30 days in the total cuts of meats around 26½ million pounds. Hams decreased in the same period around 12 million pounds; New York does not show any decrease, but other kinds of pork decreased around 15,000 bbls. New lard is about the same as 30 days ago, but other kinds decreased around four million lbs., and short ribs show a slight decrease. On August 31 the stocks of provisions held in Chicago

were about 88½ million lbs. of hams, 45 million lbs. of new lard and 13 million lbs. of short ribs, which we consider very light. There is no doubt that much of the present stocks are sold to be shipped out. This makes the stocks still lighter. We favor the "bull" side of provisions on all breaks.

## EXPORTS OF PROVISIONS

Exports of hog products for the week ending Sept. 1, 1917, with comparisons.

To	PORK, BBLs.		From Nov. 1, '16, to Sept. 1, 1917.
	Week ending Sept. 1, 1917.	Week ending Sept. 2, 1916.	
United Kingdom...	70	70	3,944
Continent .....	75	75	2,430
So. & Cen. Amer. ....	435	435	9,950
West Indies .....	2,116	2,116	26,806
Br. No. Am. Col. ....	410	410	10,783
Other countries ..	9	9	607
Total .....	3,115	3,115	54,526

	MEATS, LBS.		
United Kingdom.....	2,294,775	11,612,225	467,000,400
Continent.....	4,681,235	3,071,521	206,822,874
So. & Cen. Amer. ....	.....	20,381	1,831,108
West Indies .....	.....	181,675	7,084,578
Br. No. Am. Col. ....	.....	1,754	455,315
Other countries ..	.....	20,385	715,938
Total .....	6,976,010	14,907,919	623,890,211

LARD, LBS.			
United Kingdom..	557,944	2,886,760	134,357,646
Continent .....	6,449,604	4,969,615	150,467,912
So. & Cen. Amer. ....	472,455	472,455	12,766,334
West Indies .....	567,640	567,640	11,320,473
Br. No. Am. Col. ....	.....	.....	357,706
Other countries ..	.....	60	1,564,583
Total .....	7,007,548	8,896,530	310,864,654

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	6,976,010	6,976,010	7,007,548
Total week .....	6,976,010	7,007,548	7,007,548
Previous week .....	3,108	4,183,770	8,729,936
Two weeks ago .....	9,739,875	1,383,620	1,383,620
Cor. wk. last yr. ....	3,115	14,907,919	8,896,530

### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '16, to Sept. 1, '17.	Same time last year.	Decrease.
Pork, lbs. ....	10,904,000	19,079,800	8,175,800
Meats, lbs. ....	623,890,211	716,503,272	92,613,061
Lard, lbs. ....	310,864,654	441,482,308	130,617,654

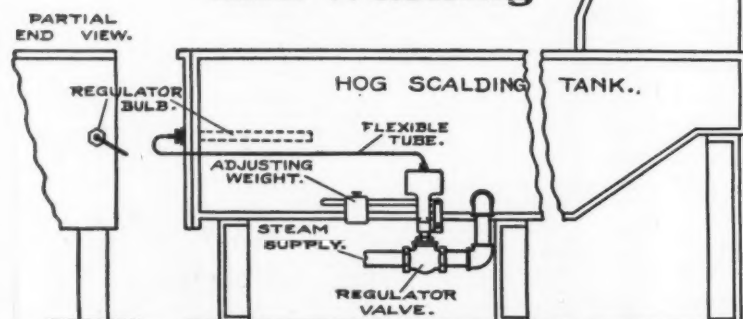
### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, August 30, 1917, as shown by A. L. Russell's report are as follows:

Steamer and Destination,	Oil.		Cottonseed		Bacon		Beef.		Pork.		Lard.	
	Cake.	Bags.	Oil.	Bbls.	Butter.	Hams.	Tallow.	Beef.	Pork.	Bbls.	Tcs.	and l'kgs.
*Various, Various .....	400	13804	100	32384	7792							
aHuttonwood, Marseilles .....	1740				2000							
Total .....	2140	13804	100	32384	9792							

\*Details withheld by steamship company. aSailed July 25, 1917.

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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has continued quiet with a steady tone. So far as business is concerned, the amount has been unimportant. Leading interests in the trade still seem to be marking time, and there is no pressure to sell. Odd lots of city special tallow have sold at 16½¢ loose recently, but the bids at this writing are at 16¼¢. Westerners seem more bullish than local people.

Peace reports and other political advices continued to be closely followed, but they are leading to more conservatism. A feature much discussed is the rigid ban on exports to neutral countries. However, tallow exports of late have been rather light, and much of the shipments has passed to England or to Southern and Western Europe.

The foreign tallow markets are generally firm. Australian tallow was established at a moderately higher level, and the London auction sale this week resulted in offerings of 978 casks, of which 627 were sold at prices three pence higher than those of the previous week. A fair amount of South American tallow is here, and a fair quantity is still to come forward. Argentina now has an export tax of 6 per cent.

Prime city tallow is quoted at 15¼ cents nominal, and city special tallow at 16¼¢ @ 16½¢, loose and nominal.

**OLEO STEARINE.**—The market is steady at the basis of 19½¢. A better demand for compound lard trade is claimed. Foreign buying is of light volume.

SEE PAGE 29 FOR LATER MARKETS.

**OLEO OIL.**—Contrary to recent reports, the neutral shipping situation is demoralized and not likely to improve soon. Extras are quoted at 20@21¢, nom., and medium at 18@19¢, nom.

**GREASE.**—Trade is small and prices have just about been maintained. Demand is somewhat improved. Quoted: Yellow, 15@16¢, nom.; bone, 15@16¢, nom.; house, 15@16¢, nom.

**SOYA BEAN OIL.**—Offerings are light and there are some predictions of higher prices. Prices on the coast are quoted at 13@13½¢ in sellers' tanks. Spot is quoted at 14½¢ @ 15¢ for crude in bbls.

**CORN OIL.**—There are claims from leading interests that buyers are well supplied for the present. The market for crude is quoted at 14½¢ @ 15¢.

**COCOANUT OIL.**—Considerable demand has been noted recently and a fair business done at higher prices. Ceylon, 16@16½¢; Cochin, 18@18½¢.

**PALM OIL.**—The offerings are very light and prices rather easily maintained. Prime,

red, spot, 17@17½¢; Lagos, spot, 18¢; to arrive, —; palm, kernel, —.

**PEANUT OIL.**—The offerings of new peanut oil are reported small. Despite expectations of a large production, prices are well held. Prices quoted at \$1.05@1.10.

**NEATSFOOT OIL.**—No business has been reported recently. Prices are quoted, 20 cold test, \$1.75@1.80; 30, \$1.70@1.75, and prime, \$1.55@1.60.

### MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows: Meat inspection inaugurated—Ed. S. Vail Butterine Company, 4534 Gross avenue, Chicago, Ill.; \*L. H. Van Dyck Company, Gardiner, Mont. Meat inspection discontinued—Swift & Company, Carolina street and Frisco tracks, Memphis, Tenn. Meat inspection temporarily suspended—Burnham & Morrill Company, 1 Water street, East Deering, Me.

\*Slaughtering conducted.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to September 1, 1917, shows that exports from that country were as follows: To England, 829 quarters; to the Continent, 61,593 quarters; to the United States, nothing. The previous week's exports were as follows: To England, 71,651 quarters; to the Continent, 20,450 quarters; to the United States, nothing.

### FRESH MEAT AND OFFAL IMPORTS.

The Federal Government has discontinued the giving out of weekly information concerning imports as well as exports, and weekly figures of imports of meats and offal, either from Canada or South America, are therefore not available from this source.

### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver.	Glas.	Rotter-	Copen-
	pool.	gow.	dam.	hagen.
Beef, tierces	\$3.00	\$3.00	375c.	425c.
Pork, barrels	3.00	3.00	375c.	425c.
Bacon	3.00	3.00	375c.	430c.
Canned meats	3.00	3.00	375c.	430c.
Lard, tierces	3.00	3.00	375c.	430c.
Tallow	3.00	3.00	375c.	425c.
Cottonseed oil	3.00	...	375c.	425c.
Oil cake	3.00	...	375c.	250c.
Butter	3.00	3.00	375c.	500c.

No rates to Hamburg.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, September 6, 1917.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams.—Green, 8@10 lbs. ave., 24¢; 10@12 lbs. ave., 24¢; 12@14 lbs. ave., 24¢; 14@16 lbs. ave., 24½¢; 16@18 lbs. ave., 24½¢; 18@20 lbs. ave., 25¢. Sweet pickled, 8@10 lbs. ave., 23½¢; 10@12 lbs. ave., 23½¢; 12@14 lbs. ave., 23½¢; 14@16 lbs. ave., 23½¢; 16@18 lbs. ave., 24@25¢; 18@20 lbs. ave., 24@25¢.

Skinned Hams.—Green, 14@16 lbs. ave., 26¢; 16@18 lbs. ave., 26¢; 18@20 lbs. ave., 26¢; 20@22 lbs. ave., 26¢; 22@24 lbs. ave., 25½¢. Sweet pickled, 14@16 lbs. ave., 24½¢; 16@18 lbs. ave., 24½¢; 18@20 lbs. ave., 24½¢; 20@22 lbs. ave., 24½¢; 22@24 lbs. ave., 24¢.

Picnic Hams.—Green, 4@6 lbs. ave., 19¢; 6@8 lbs. ave., 18½¢; 8@10 lbs. ave., 18½¢; 10@12 lbs. ave., 18½¢. Sweet pickled, 4@6 lbs. ave., 18½¢; 6@8 lbs. ave., 17½¢; 8@10 lbs. ave., 17½¢; 10@12 lbs. ave., 17½¢.

Clear Bellies.—Green, 6@8 lbs. ave., 34¢; 8@10 lbs. ave., 33½¢; 10@12 lbs. ave., 33¢; 12@14 lbs. ave., 32½¢; 14@16 lbs. ave., 32¢. Sweet pickled, 6@8 lbs. ave., 30¢; 8@10 lbs. ave., 29½¢; 10@12 lbs. ave., 29¢; 12@14 lbs. ave., 28½¢; 14@16 lbs. ave., 28¢.

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. O. Zaun.)

New York, September 6, 1917.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 34@35¢; green hams, 8@10 lbs. ave., 27¢; 10@12 lbs. ave., 27¢; 12@14 lbs. ave., 25¢; 14@16 lbs. ave., 24½¢; 16@18 lbs. ave., 24½¢; green clear bellies, 6@10 lbs. ave., 32¢; 10@12 lbs. ave., 32¢; 12@14 lbs. ave., 31¢; green rib bellies, 10@12 lbs. ave., 31¢; 12@14 lbs. ave., 31¢; S. P. clear bellies, 6@8 lbs. ave., 29¢; 8@10 lbs. ave., 30¢; 10@12 lbs. ave., 30¢; 12@14 lbs. ave., 29¢; S. P. rib bellies, 10@12 lbs. ave., 28¢; 12@14 lbs. ave., 28¢; S. P. hams, 8@10 lbs. ave., 24¢; 10@12 lbs. ave., 24¢; 18@20 lbs. ave., 25½¢; city steam lard, 23½¢; city dressed hogs, 25½¢.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 31@32¢; 10@12 lbs. ave., 30@31¢; 12@14 lbs. ave., 29@30¢; 14@16 lbs. ave., 28@29¢; skinned shoulders, 23@24¢; boneless butts, 27@28¢; Boston butts, 26¢; lean trimmings, 24¢; regular trimmings, 21¢; spareribs, 16¢; neck ribs, 7¢; kidneys, 10¢; tails, 12¢; livers, 10¢; snouts, 11@12¢; pig tongues, 18½¢.

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**MUST INCREASE MEAT PRODUCTION.**

(Continued from page 15.)

suppose it is impossible—to get accurate estimates; but from all the indications we can get, it is clear that the decrease of food animals can be measured only by tens of millions. You know also how difficult it will be to restore former conditions, to rebuild the foundations of the livestock industry abroad. Some of you remember the conditions in the South after the Civil War and recall how long it took the South to get approximately where it was before the war.

"The livestock men of this nation have an enormous problem to solve—enormous if it were limited to the supply of meat for the increasing population of this nation. But your task is much bigger. You are going to be called upon increasingly to furnish meat products to Europe and also breeding animals. In this emergency, I have no doubt, you have been confronted with unusual situations.

"One of our thoughts in calling you here was to have you reveal to us what is in your minds, to picture to us your difficulties, and to see if we could not, in co-operation, arrive at some sound conclusion and develop a constructive programme which would not only assist the nation and your industries in this very troubled period, increase the meat supply of the nation, bring relief to our own consumers and those of the nations with which we are co-operating, but also lay foundations which will make for orderly and constructive development after the war.

"One of the problems in which both the Food Administration and the Department are concerned is that of distributing—the possibility of distributing—surplus stock from sections of the country in which there may be a shortage of foodstuffs to sections of the country in which there is a greater abundance of foodstuffs and a shortage of livestock.

"Many sections of the United States are understocked. The average farm in Iowa has about 108 or 110 head of poultry; the average farm in North Carolina, South Carolina and Alabama, on the other hand, has between 17 and 20. The average farm in Iowa has about 35 hogs; the average farm in North Carolina and Alabama, about 5; in South Carolina, about 4. The average farm in Iowa has 6 milch cows; the average farm in North Carolina and Alabama less than 2; South Carolina, 1. Deficits in proportion appear in other States of the Union.

"There is no sound reason for a continuance of this state of things. Many of the understocked States of the Union have peculiarly favorable conditions for livestock development; and, I am glad to say that some of these, especially in the South, have recognized the fact and are making marked headway. Since 1913 or 1914, there has been a tendency toward the increase of livestock in the nation, except sheep; and this increase has appeared very conspicuously in the South following the eradication of the cattle tick and the development of an active interest among farmers and business men."

**Must Save Stock from Slaughter Now.**

The redistribution of livestock from sections where there is a shortage of feed to sections where feed is abundant and livestock short, was discussed at the Wednesday afternoon session of the conference. In outlining the need for action from the point of view of the Food Administration, Gifford Pinchot, assistant to Herbert Hoover, declared, that unless steps are taken within the next thirty days to save female animals and young stock from slaughter, the country will be in a situation where all that can possibly be done will be insignificant beside what might be done now.

Mr. Pinchot declared that while there is no specific law to permit the fixing of a price of meat, a clause in the Food Control Bill permits the licensing of packers and

other producers, and that under this clause the price of meat may be fixed. If it seems wise, the price he said might be fixed either in dollars or in corn.

The Food Administration, he said, wants suggestions from those attending the conference as to whether there should be a fixing of prices. The question, he pointed out, is how to stimulate production. He explained that the matter of production was to be handled for the present, however, and that the question of price fixing would be taken up at the final session of the conference, to be conducted by the Food Administration.

E. C. Lasater, a Texas stock raiser and assistant to Mr. Hoover, declared that it is his hope that after peace is restored such machinery as has been created will be retained, and that other machinery will be organized that will tend to distribute the products of this country to the consumer at a much less cost than they are now being distributed. He emphasized the fact that one of the factors that enters into the successful termination of the war is the amount of meat products that the country can market next year.

He said it is the desire of the Food Administration that the producer shall be assured a fair portion of the price paid by the consumer, and to the extent that the government purchases these products that purchases be made under such a plan that a fair price can be paid to the producer and a reasonable profit to those operating between the producer and the consumer.

**Says Competitive Markets Are Not Possible Now.**

In answer to a suggestion that it would be best to permit free and competitive markets for meat products, Mr. Lasater said that free and competitive markets are not possible under present conditions. He directed attention to the fact that the British government has placed an embargo on all meat products and said that producers must now have the assistance of a government agency to get their products to market. In the Food Administration he said he believes the government has created an agency equal to the job. He declared that he was speaking as a livestock producer, and that he does not believe producers will be disappointed in the results.

G. M. Rommel, chief of the Division of Animal Husbandry of the United States Department of Agriculture, outlined the steps that have already been taken by the Department of Agriculture to bring about a redistribution of breeding stock. He declared that from the results in moving some 3,500 head of cattle from drought-stricken regions of Texas to regions of good grass in the Southeastern States, he is convinced that the redistribution project is feasible.

**Redistributing Cattle Where They Can Be Fed.**

The discussion at the afternoon session brought out the fact that there are about 3,000,000 head of cattle in Texas which may be considered as in a distressed condition unless there are early rains. The lack of knowledge of stock raising in the sections best fitted to receive the redistributed stock, the existence of quarantine laws and regulations, and the problems of bringing present

owners of cattle in droughty regions into touch with possible purchasers in the regions of abundant grass, were mentioned as some of the obstacles that must be removed if redistribution is to be effected.

Representatives of the corn-belt region declared that the numbers of hogs on farms and cattle under feed in that region are materially lower than last year. The shortage of labor, it was declared, will be one of the principal problems to be solved in increasing the livestock production in that section.

**Essentials for Increased Meat Production.**

A lower interest rate on livestock loans, increased work in combating predatory animals, and modifications in range and breeding practices, were characterized as important factors in increasing livestock production at the session Thursday morning. Cheaper credits is the fundamental need, according to E. C. Lasater, stock raiser of Texas and assistant to Mr. Hoover.

"Nothing," said Mr. Lasater, "can be done to lower the cost of production so surely as making available money at equitable interest rates. When we go into the cost of production we find that the interest charges on an 8 per cent. basis constitute more than 40 per cent. of the total cost of producing cattle, and Government statistics show that 8 per cent. is the average rate paid by stock raisers. If cattlemen could obtain 4 per cent. money, they would eliminate at one step one-fifth the cost of production. The benefits of cheap money would be so great to the producers that they would be in a better position even if all the first difference in cost were passed on to the benefit of the consumer. This country has the greatest of banking systems. No more constructive step could be taken than to place it at the service of the producers of food at this time when food production is so important."

A number of representatives expressed the belief that production throughout the country could be materially increased by the more general adoption of modified breeding and range methods. Many cattle feeders, it was stated, are making their beef too fat. It was declared that good beef can be produced with roughage and nitrogenous concentrates without corn.

One of the big needs in making the livestock industry more productive and efficient, it was declared by several speakers, is the more extensive use of publicity for the education of the stock raiser in regard to conditions and means of taking best advantage of them. A number of practical cattle men declared that the quickest way to raise meat is through calves. They advocated the maintaining of a herd of cows at its maximum and the production of as many calves as possible.

Calves should be marketed, it was stated, in the fall before they lose their milk fat. By such a method, it was declared, 350 pounds of meat per cow may be produced each year, an amount which cannot be produced in any other way.

The conference adjourned to the White House, and was addressed by the President. The volume of business to be transacted, and the desire of those in attendance to discuss more fully several phases of the problems before them, caused the extension of the conference to Friday.

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Generally Firm—Lard a Factor—  
More Consuming Demand—Export Situation Unsatisfactory—Crude Oil Still Moving Slowly—Cotton Crop Conditions Fairly Good—September Deliveries.**

There has continued a fairly firm undertone to the cotton oil list. A majority in the trade attribute the higher prices to the action of the western provision list, although there has been some reaction in the lard market of late. A better trade demand for cottonseed oil has helped values.

The big premium of lard over cottonseed oil is now more than 800 points, and it is more impressive. Definite claims have been made that consuming demand for cottonseed oil has been helped by this unusual premium. It is a fact that western houses have been inclined to buy more cottonseed oil in the local market because of the strength of the provision list.

It is evident that holders of oil are still confident of their position. There have been no tenders on September contracts at New York to this writing. The recent government estimate indicated more than 800,000 barrels of cottonseed oil available in all positions as of August 1, against 550,000 a year ago. Last year for the corresponding time, there were

deliveries in the New York contract of more than 11,000 barrels, although part of the oil was of low grade; the market was advancing at the time.

New crude oil is not moving freely. The consensus of opinion is that the selling for the south will not be urgent unless the cotton crop turns out much larger than now expected or the provision situation turns toward lower prices. At the same time, it is realized that the whole supply and the demand situation is unsettled, with many cross-currents, so that the policy of many in the trade will be to go slow in making advance commitments. There are claims of early seed showing relatively light oil content.

It would seem that the market on the New York Produce Exchange will come in very handy this season. It is a broad affair, and can absorb a great amount of hedging either way. As a matter of fact, authorities say that the volume of hedging already this season has been of large amount, and promises to continue so. The erratic price movements and the very high comparative level of prices make a hedging market the more necessary at this time. Under the circumstances, a certain amount of speculation is necessary to act as a balance wheel for these hedging operations, with the opinion held in some

conservative quarters that speculative operations are not to be discouraged at this stage, although unscrupulous trading would not be tolerated by the Exchange authorities.

The export situation is not good, by any means. The past season's shipment may have reached close to 400,000 barrels, although the amount actually reported was only about 355,000 barrels, against about 600,000 for the previous season. The exports for the current season may not equal those of the past, according to the early guesses. It is known that a fair amount of cottonseed oil and other oils are still held here for European neutral country account, with some estimates of this amount ranging around 200,000 barrels. Now it can be stated on excellent authority that the European neutral shipping situation will remain very bad; i. e., shipments will be kept at a minimum. The best information available is that the case of the neutrals does not involve the quantity of cottonseed oil received in pre-war times or, for that matter, the quantity of any food stuff received before the war, but whether the countries have sufficient foodstuffs as measured in calories to do without shipments from the United States, and our government officials have apparently arrived at the conclusion that the time is not near when European neutrals need our sup-

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plies they have surpluses of fish, dairy products, etc., to draw upon. Thus, it is not a case altogether of having products to spare for the neutrals, but a system of conservation of supplies for our country and our allies, and stringent measures to obviate re-exports to our enemy countries.

The recent government cotton report suggested a crop about a million bales larger than that of a year ago, and therefore an increased cottonseed oil production of about 225,000 barrels, as compared with the amount available last season.

Closing prices Saturday, September 1, 1917: Holiday; Monday, September 3, holiday; Tuesday, September 4, 1917: Spot, \$15.20; September, \$15.20@15.27; October, \$15.25@15.27; November, \$15@15.04; December, \$15@15.02; January, \$15.02@15.03; February, \$15.05@15.10; March, \$15.13@15.14; April, \$15.14@15.25. Sales were: September, 4,100, \$15.35@15.25; October, 2,400, \$15.53@15.25; November, 5,500, \$15.33@15.07; December, 3,700, \$15.31@14.95; January, 19,300, \$15.33@15; March, 8,800, \$15.45@15.14. Total sales, 43,900 bbls. Prime crude S. E. \$13.60, nom.

Closing prices Wednesday, September 5, 1917: Spot, \$15.20; September, \$15.25@15.30; October, \$15.24@15.28; November, \$14.88@14.90; December, \$14.89@14.90; January, \$14.95; February, \$15.50@15.10; March, \$15.14@15.16; April, \$15.15@15.30; Sales were: September, 3,100, \$15.30@15.16; October, 4,000, \$15.29@15.10; November, 2,600, \$15.01@14.80; December, 5,100, \$15@14.75; January, 15,200, \$15.02@14.80; March, 5,000, \$15.22@15.05. Total sales 35,000 bbls. Prime crude S. E., \$13.60, nom.

Closing prices Thursday, September 6, 1917: Spot, \$15.60; September, \$15.57@15.60; October, \$15.44@15.45; November, \$15.16@15.18; December, \$15.14@15.15; January, \$15.14@15.15; February, \$15.17@15.28; March, \$15.34@15.35; April, \$15.35@15.45. Total sales were: September, 200, \$15.55@15.50; October, 8,800, \$15.53@15.27; November, 1,700, \$15.19@14.92; December, 3,600, \$15.22@14.92; January, 17,800, \$15.24@15; March, 2,700, \$15.45@15.35. Total sales, 34,800 bbls. Crude, S. E., \$13.60, nom.

SEE PAGE 29 FOR LATER MARKETS.

### COTTONSEED YIELD IN SOUTHEAST.

Less Oil Than Last Year and a Very High Moisture Content.

(Special Letter to The National Provisioner from The Picard-Law Company.)

Atlanta, Ga., Sept. 1, 1917.—We find the average cotton seed samples analyzed in our laboratories for August, compared to past years, to be as follows:

	Moist.		Oil		Am.		Avail.	
	Damaged	Meats	tur	%	monia	%	Meal	%
1911....	6.20	57.90	11.75	20.70	3.64	45.9	988	
1912....	12.10	53.70	11.68	20.10	3.34	44.4	907	
1913....	1.90	56.40	11.77	20.30	3.48	44.9	945	
1914....	6.50	55.30	12.12	19.65	3.54	43.3	962	
1915....	1.70	54.55	11.45	18.80	3.64	41.1	988	
1916....	4.40	55.65	12.84	20.30	3.20	44.9	880	
1917....	4.00	55.65	14.00	18.70	3.80	40.8	977	

The most interesting fact brought out here is the similarity in oil and ammonia between August, 1915, and 1917, and the marked difference of 1916. As we stated on this date last year, it looks as if weather conditions have a decided bearing on the composition of seed, while the direct influence of fertilization is still problematical.

It frequently happens, however, that the composition of August seed is reversed in September and October. So, we should not regard this report as a positive criterion, though it will be well to play safe and figure on several gallons of oil less per ton than was produced last season. The comparative balance of oil and ammonia, when it is figured in terms of protein and fat, is about equal in the two seasons, but the value is \$4 less for oil and only \$2 more for meal.

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The average moisture of this August is the highest it has been in seven years, and is really higher at the mill than our report indicates, for a number of samples were received in paper containers, and these dry out considerably in transit. It would be well for the mills to have moisture testers, so as to make this test as soon as the seed is unloaded. If such a test is furnished the chemist he can calculate the oil and ammonia in the sample to the mill basis. The test would also show which seed could not be safely stored. At least 90 per cent. of the samples represented here would be stored with great risk unless they are treated with preserver.

As usual, the report indicates a great variation in quality, which is very noticeable in different sections. The highest oil is 21.70 per cent., and the lowest 14.60 per cent. This is a difference of 18½ gallons to the ton. The highest ammonia is 4.12 per cent., and the lowest 3.03 per cent., or a difference of 290 pounds of 7 per cent. meal to the ton.

We give below what, in our opinion, would be the yield of products from August seed of this year, based on first-class milling and an allowance of 7½ per cent. loss, which is conservative on 14 per cent. moisture, and the unusual amount of sand present. The yield would be Oil, 300 lbs. (40 gallons); 7 per cent. meal, 950 lbs.; lint, 150 lbs.; hulls, 450 lbs.

### FOREIGN COMMERCIAL EXCHANGE.

New York, September 7.—Foreign commercial exchange rates, as far as quoted, are:

London—		
Bankers, 60 days.....	4.71½	
Cable transfers.....	4.76½	
Demand sterling.....	4.75½	
Commercial bills, sight.....	4.75½	
Commercial, 60 days.....	4.71½	
Commercial, 90 days.....	4.69½	
Paris—		
Commercial, 90 days.....	No quotations.	
Commercial, 60 days.....	5.84½	
Commercial, sight.....	5.78½	
Bankers' cables.....	5.76½	
Bankers' checks.....	5.77½	
Berlin—		
Commercial, sight.....	No quotations.	
Bankers' sight.....	No quotations.	
Bankers' cables.....	No quotations.	
Antwerp—		
Commercial, 60 days.....	No quotations.	
Bankers' sight.....	No quotations.	
Bankers' cables.....	No quotations.	
Amsterdam—		
Commercial, sight.....	41½	
Commercial, 60 days.....	41½	
Bankers' sight.....	41½	
Copenhagen—		
Bankers' checks.....	30.35	

### SOUTHERN MARKETS

#### Atlanta.

(Special Wire to The National Provisioner.)  
Atlanta, Ga., September 6, 1917.—Basis Atlanta prime crude cottonseed oil, September, \$1.03 bid, \$1.04 asked; October, \$1.01 bid, \$1.03 asked; November, \$1.01 bid, \$1.03 asked; December, \$1.01 bid, \$1.05 asked. Cake, sound, loose, ship's side Savannah, September, \$41.25 asked; October, \$41.75 asked. Feed meal, 20 per cent. protein, September, October, November, December, \$29 bid, \$31 asked. Loose hulls, September, \$14 bid, \$15 asked; October, \$13 bid, \$14.50 asked; November, \$13 bid, \$14.50 asked; December, \$13 bid, \$15 asked. Sacked hulls, September, \$17 bid; October and November, \$16 bid. First cut high grade linters, September, October, November, December, 7c. bid, 8c. asked. Clean mill run linters, September, October, November, December, 4¾c. bid, 5c. asked.

#### Memphis.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., September 6, 1917.—Crude cottonseed oil, \$1.01 per gallon. Seven per cent. meal, September, \$41.50 bid, \$42.50 asked; October, \$41 bid, \$41.50 asked; November, \$41.25 bid, \$40.75 asked; December and January, \$40.50 bid, \$40.75 asked; February, \$40 bid, \$41 asked; sales, 2,300 tons; market steady. Prime hulls, \$12@13, loose.

#### New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., September 6, 1917.—Prime crude cottonseed oil steady at \$1.02½ for immediate shipment, Texas, Louisiana; very little offering; buyers indifferent to later positions. Prime 7 per cent. meal steady at \$43, short ton, tagged, New Orleans. Hulls, \$13.25 loose, \$16.25 sacked, New Orleans. Some mills are starting up and the majority will be in operation by October 1.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from the port of New York reported since September 1 comprise one shipment of 400 barrels, cleared September 5, destination withheld by Government order. Information from other customs districts is also withheld for the same reason.

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Writing to the Manufacturers Record of Baltimore, Charles A. Whittle, editorial manager of the Soil Improvement Committee of the Southern Fertilizer Association, says concerning the meat situation:

The beef industry of the country is in serious plight. Unless the South is permitted to come up to its help, there may not be enough of it left to tell the tale.

The South has the range land. The South has 5,000,000 acres of velvet beans that it does not know what to do with. The South has 1,500,000 tons of cottonseed meal, the foreign market for a part of which has been practically cut off by war. The South has perhaps 2,000,000 acres of peanuts, the nuts from which are to be used for manufacturing the oil and the meal from which is supposed to be fed to livestock. There is a big increase in soy bean acreage, the products of which are to be crushed for oil and the meal from which is to enter the market. The South has in prospect 125,000,000 bushels more of corn this year than last. It has more alfalfa, more lespedeza, more cowpeas, more soy bean hay, a great deal more peanut hay, a marked increase in sorghum hay, and, above all, it has nine or more months of grazing.

The South is the great storehouse and producer of protein feed, the cheapest protein feed in the country, in the form of cottonseed meal, velvet beans, peanut meal, soy bean meal.

The South is distressed about a market for its feed products.

The West is distressed about getting feed. So high is the price of the grains which they have depended upon that feeding for beef purposes is out of the question. Hence the herds are going to the slaughter pens. What is worst of all is that the cows and heifers are going. The foundation of the beef industry is being destroyed.

If the South is permitted it can come to the help of the West. Not that it needs to be permitted to ship feeds to the West at a freight rate that will permit their use to the profit of the Western cattle growers, but to be permitted to lay down the fences and let the Western cattle come into the cut-over pine lands and into the velvet bean fields and there fatten for the market. The latter conserves shipping facilities in these times of stress.

The only reason is that it costs too much to ship cattle from the range and semi-range territory of the West to the South. The railroad freight rates are too high.

"We could ship Western range cattle into the South by the tens of thousands if the railroad rates were favorable," said a representative of the Bureau of Animal Industry of the United States Department of Agriculture to the writer.

Viewing with alarm the heavy inroads being made upon the breeding stock of the West by the high price of grains and the high price which cattle are now bringing on the market, the Bureau of Animal Industry has sent our representatives to the West to locate cattle, especially heifers, that are for sale and are likely to go to the slaughter pens if not placed in the hands of people who can afford to keep them. Representatives have been placed in the South to find buyers for these heifers.

It is these workers that report that hundreds of thousands of cattle would be shipped into the South this fall and winter if the railroad rates were low enough to make it practicable. The ranchers of the West find that they can lease great tracts of cut-over lands in the South that are more desirable than ranges in the West, at reasonable figures, and they are convinced that the South has the cheapest materials now available in the form of vegetable meals and the velvet beans that can be found.

A great many of these available cattle are from tick-infested territory, and could go into tick territory, but since tick-free territory is by long odds the most desirable for beef production, there will be a preference given to those areas that are tick free. All cattle to be shipped into the South from

tick territory are to be freed of ticks before being shipped.

The government representatives now at work on this transfer of beef cattle from the West to the South are limited to cows and heifers, for the reason that they are valuable enough as breeding stock to overcome the high cost of freight. West of the Mississippi the rate is said to be favorable, but east of the Mississippi into the South it is prohibitive, or rather the higher rates east of the Mississippi plus the lower rates west of the river makes a total that is prohibitive in shipping beef cattle to the South to be fitted for market.

Is this an emergency requiring the assistance of the government in a material way?

Is there sufficient involved to make this a war measure, a food-control measure?

To save the beef industry, will the government find a way to get Western cattle into the South, to let their owners bring them into the South and continue in business under the great advantage which the South affords?

**NEW CHILEAN MEAT PLANT.**

A company has been formed in Punta Arenas, Chile, by Mayer Braun and Manuel Iglesias to build a meat-freezing works at Ultima Esperanza, Magallanes Territory. The name of the company is La Compania Frigorifica de Puerto Natales; the capital is \$486,650. None of the stock was offered to the public.

The capacity of the plant will be about a half million sheep per year. As other freezing works have been paying the shareholders a profit of 100 per cent. a year for some time, it is presumed that this one also will be a financial success, as well as an advantage to the sheep farmers of the territory, writes Consul David J. D. Myers, of Punta Arenas.

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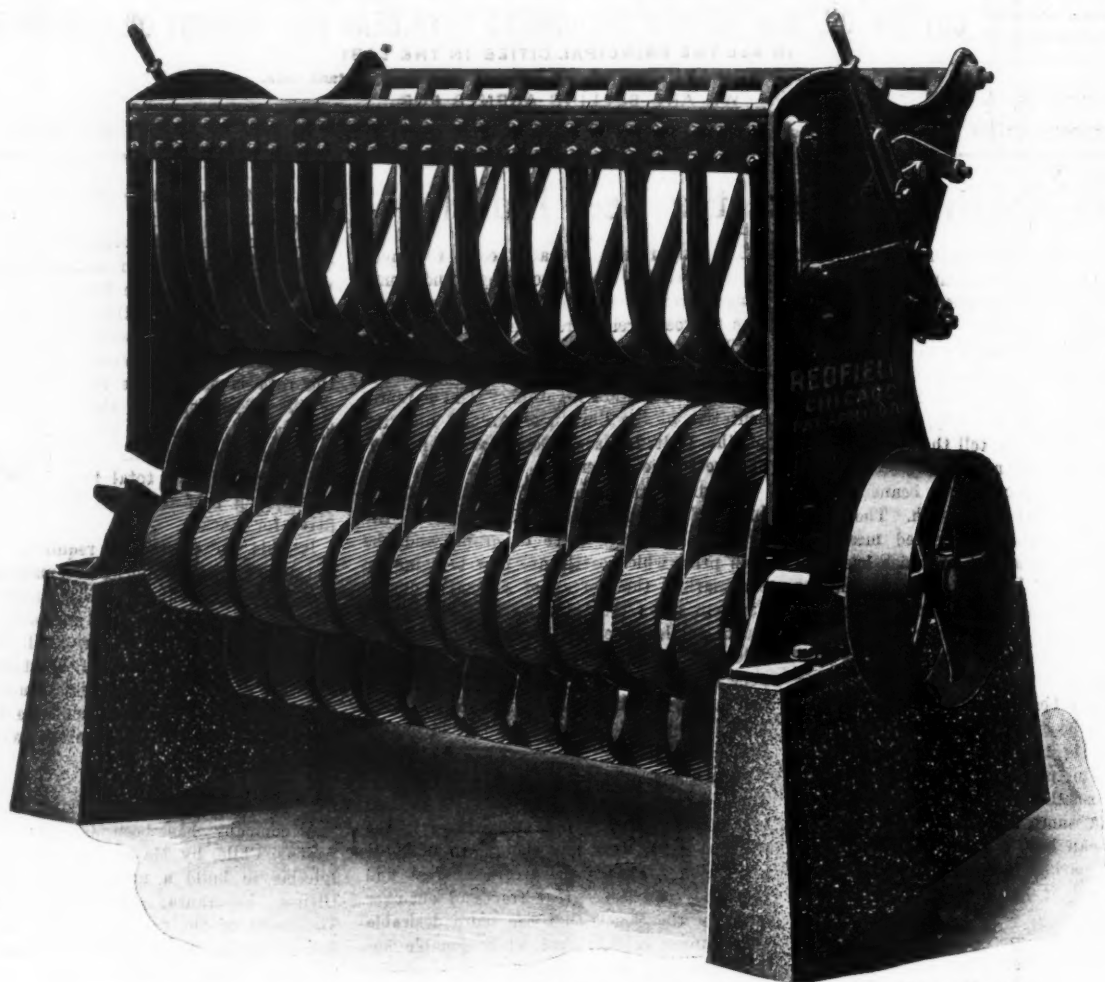
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Built in capacities from 20 to 720 hogs per hour—Above cut represents our 260 hog per hour capacity.

Any hog dehairing machine may be equipped with the REDFIELD-"CHICAGO" METAL RING Scrapers.

Start now and **ABSOLUTELY CUT OUT** your Beater Expense.

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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, September 7.—Market firm; prime Western, \$24.05; Middle West, \$23.80 @23.90; city steam, 23½c. nominal; refined Continent, \$24.50; South American, \$24.75; Brazil, kegs, \$25.75; compound, 17@17¼c., all nominal.

### Marseilles Oils.

Marseilles, September 7.—Copra fabrique, 215 fr.; copra edible, — fr.; peanut fabrique, 226 fr.; peanut edible, — fr.

### Liverpool Produce Market.

Liverpool, September 7.—(By Cable.)—Beef, extra Indian mess not quoted; pork, prime mess not quoted; shoulders, square, 131s. New York, 122s.; picnic, 110s.; hams, long, 139s.; American cut, 144s.; bacon, Cumberland cut, 153s.; long clear, 160s.; short back, 157s.; bellies, 160s. Lard, spot prime, 125s.; American refined, 28-lb. box, 127s. Lard (Hamburg), nom. Tallow, prime city, not quoted; New York City specials not quoted. Cheese, Canadian finest white, new, 130s. 6d. Tallow, Austrian (at London), 67s. 6d.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was firmer with shorts and packing interests on the buying side. The hog market was firmer and receipts light.

### Tallow.

There was little feature to the market. Prices are firm at 16½c. for special loose.

### Oleo Stearine.

Trade continues on a quiet scale with prices firm. Oleo is quoted at 19½c.

### Cottonseed Oil.

Trade was quite active with prices sharply higher. The firm lard market caused some short covering, and better support from the bull interest was noted.

Market closed steady. Sales, 42,800 bbls. Spot oil, \$15.90 bid. Crude, Southeast, sales \$13.87. Closing quotations on futures: September, \$15.85@15.95; October, \$15.63@15.64; November, \$15.30@15.35; December, \$15.32@15.33; January, \$15.35@15.37; February, \$15.36@15.48; March, \$15.53@15.57; April, \$15.55@15.65.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, September 7.—Hogs strong, 5@10c. higher. Bulk of prices, \$16.90@18.05; light, \$16.45@18.15; mixed, \$16.45@18.30; rough heavy, \$16.35@18.30; Yorkers, \$17.55 @17.85; pigs, \$11.25@15.75; cattle steady; beefs, \$7.50@17; cows and heifers, \$4.65@12.85; stocks and feeders, \$6@9.25. Calves, \$11.75@16; sheep strong; lambs, \$11.25@17.10; Western, \$8.40@11.30; native, \$7.85@10.90; yearlings, \$10.50@14.

Omaha, September 7.—Hogs weak, at \$16.25@17.50.

Buffalo, September 7.—Hogs lower; on sale, \$19.20@18.60@18.75.

Kansas City, September 7.—Hogs strong, at \$16.75@18.25.

St. Joseph, September 7.—Hogs steady, at \$17@18.25.

Sioux City, September 7.—Hogs strong, at \$16@17.25.

Louisville, September 7.—Hogs steady, at \$16.80@18.

Indianapolis, September 7.—Hogs higher, at \$18.35@18.55.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 1, 1917, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	8,400	...	...
Swift & Co.	3,400	...	...
Morris & Co.	2,500	...	...
Wilson & Co.	2,800	...	...
Anglo-Amer. Provision Co.	1,500	...	...
Libby, McNeill & Libby	...	...	...
G. H. Hammond Co.	2,000	...	...
Boyd, Lunham & Co.	1,400	hogs; Independent Packing Co., 1,000	hogs; Brennan Packing Co., 1,000
Miller & Hart	1,800	hogs; Western Packing & Provision Co., 3,500	hogs; Roberts & Onke, 1,000
Others	...	hogs; others, 3,000	hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	10,713	2,375	695
Fowler Packing Co.	981	...	760
Swift & Co.	12,523	1,837	2,626
Wilson & Co.	6,965	2,579	1,165
Cudahy Packing Co.	5,556	929	1,635
Morris & Co.	7,647	1,956	688
Others	822	419	17
John Morrell & Co.	772	cattle; Independent Packing Co., 251	cattle; Wolf Packing Co., 119
Schwartz, Bolen & Co.	382	hogs; Rice & Kirk, 1,233	hogs.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	3,985	1,908	2,567
Swift & Co.	9,392	2,842	8,505
Cudahy Packing Co.	7,383	2,256	8,878
Armour & Co.	6,028	3,015	7,223
Swarts & Co.	...	744	...
J. W. Murphy	...	5,708	...
Lincoln Packing Co.	75	cattle; South Omaha Packing Co., 34	cattle.

St. Louis.*			
	Cattle.	Hogs.	Sheep.
Morris & Co.	3,393	1,953	3,281
Swift & Co.	3,350	386	4,602
Armour & Co.	3,760	1,923	4,694
East Side Packing Co.	127	1,352	...
Independent Packing Co.	716	...	...
St. Louis Dressed Beef Co.	1,109	...	...
American Packing Co.	61	160	...
Krey Packing Co.	20	154	...
Hell Packing Co.	...	794	...
Carondelet Packing Co.	24	349	...
J. H. Bels Provision Co.	...	562	...
Sartorius Provision Co.	...	143	...

\*Incomplete.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 1, 1917:

CATTLE.	
Chicago	54,697
Kansas City	47,381
Omaha	21,363
East St. Louis	17,311
St. Joseph	9,676
Cudahy	776
South St. Paul	11,093
Philadelphia	4,566

HOGS.	
Chicago	25,735
Kansas City	13,205
Omaha	9,870
East St. Louis	14,120
St. Joseph	15,737
Cudahy	1,857
Cedar Rapids	4,789
Ottumwa	2,015
South St. Paul	8,605
Philadelphia	4,534

SHEEP.	
Chicago	39,290
Kansas City	7,910
Omaha	25,363
East St. Louis	15,222
St. Joseph	9,672
Cudahy	232
South St. Paul	3,553
Philadelphia	7,890

## RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 1, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	300	3,500	5,000
Kansas City	300	200	500
Omaha	500	3,500	300
St. Louis	1,900	1,200	150
St. Joseph	200	1,500	300
Sioux City	500	2,000	500
Oklahoma City	120	300	...
Fort Worth	2,100	500	100
Portland, Ore.	90	90	300
Denver	10	...	800
Louisville	200	1,500	700
Wichita	50	100	...
Indianapolis	400	5,500	...
Pittsburgh	...	1,500	200
Buffalo	250	480	200
Cleveland	100	500	400
New York	522	1,668	2,200

MONDAY, SEPTEMBER 3, 1917.

Chicago	24,000	19,000	18,000
Kansas City	24,000	4,000	3,000
Omaha	9,500	2,100	16,000
St. Louis	9,000	5,500	4,500
St. Joseph	3,000	3,000	4,000
Fort Worth	5,500	2,500	800
Wichita	4,400	1,200	...
Cincinnati	200	3,100	500
Buffalo	4,800	3,200	3,000
New York	4,070	4,260	8,100

TUESDAY, SEPTEMBER 4, 1917.

Chicago	15,000	6,000	18,000
Kansas City	2,200	7,000	5,500
Omaha	6,000	6,000	3,000
St. Louis	6,000	2,000	...
St. Joseph	1,000	1,000	...
Sioux City	2,000	...	...
St. Paul	2,000	...	...
Milwaukee	394	...	...
Louisville	1,200	...	...
Detroit	630	...	...
Cudahy	1,000	...	...
Wichita	1,501	...	...
Indianapolis	5,000	...	...
Cincinnati	700	4,071	1,800
Buffalo	200	200	1,400
Cleveland	500	...	...
New York	820	2,630	3,740

WEDNESDAY, SEPTEMBER 5, 1917.

Chicago	21,000	14,000	22,000
Kansas City	17,000	4,000	4,500
Omaha	6,000	6,000	...
St. Louis	7,400	5,000	3,650
St. Joseph	2,000	...	...
Sioux City	4,000	...	...
St. Paul	2,000	...	...
Milwaukee	1,189	...	...
Louisville	500	...	...
Detroit	1,240	...	...
Cudahy	300	...	...
Wichita	480	...	...
Indianapolis	7,000	...	...
Cincinnati	600	2,891	1,800
Buffalo	150	800	200
Cleveland	1,000	...	...
New York	2,500	3,280	8,800

THURSDAY, SEPTEMBER 6, 1917.

Chicago	6,000	10,000	12,000
Kansas City	7,000	3,000	5,000
Omaha	5,400	4,000	2,900
St. Louis	4,500	3,500	2,500
St. Joseph	3,100	5,000	3,000
Sioux City	1,500	3,500	500
St. Paul	2,000	...	...
Oklahoma City	1,500	1,500	300
Fort Worth	6,500	2,500	800
Milwaukee	601	...	...
Louisville	800	...	...
Detroit	2,800	...	...
Cudahy	400	...	...
Wichita	843	...	...
Indianapolis	5,000	...	...
Cincinnati	1,100	2,516	1,300
Buffalo	125	650	400
Cleveland	1,000	...	...
New York	950	1,440	3,030

FRIDAY, SEPTEMBER 7, 1917.

Chicago	2,500	7,500	6,000
Kansas City	1,200	1,000	3,000
Omaha	800	2,100	2,500
St. Louis	3,300	3,000	1,200
St. Joseph	200	2,300	2,000
Sioux City	1,000	3,500	800
Fort Worth	4,000	2,000	1,000
St. Paul	2,300	1,000	1,000
Oklahoma City	600	1,000	...
Indianapolis	500	4,000	300
Denver	200	200	4,100

## FOR PRACTICAL INFORMATION.

Do you read the "Practical Points for the Trade" page every week? It's page 18.

Watch Page 48 for  
**BUSINESS CHANCES**

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Following the decline of last week and the large sales resulting, the market is taking on a steadier tone. Packers believe that last sales of late hides were too low.

### Chicago.

**PACKER HIDES.**—Packer hides have been quiet since our previous report, with hardly anything selling. Tanners have withdrawn from the market and are not seeking further lots. But a few purchasers were involved in the big trading of early last week and these few seem to be fully satisfied with the hides which they have accumulated. Weakness is still noted on many selections, even those which were traded in and which were temporarily established on a new basis, materially lowered from previous rates. Heavy native steers seem to hold fairly firm, but practically every other selection on the list shows signs of further easiness. Spread native steers were not sold during the recent movement. Trading was reported in New York at 32c. for May-June hides and figured on this basis, the local market should be considered off a full cent from previous trading basis. Sellers still talk 34c. to 35c., however, and until movement develops the situation is nominal. Heavy native steers are quiet again. The market is quoted steady at 33c. last paid and asked for further business in late salting. Heavy native cows are also quiet. Offerings are made of July-August hides at 32½c. asked. Tanners are refraining from showing any interest at all and the market looks weak. Light native cows moved actively in the preceding period at 28c. for late goods, as was previously reported. The situation is regarded as easy on this basis. Old stock is in big supply and quoted down as low as 26c. for business. Heavy Texas were not sold during the period under review, although movement last week was heavy, July-August salting going at 29½c. as previously reported. Unsold supplies ample. Light Texas is quoted at 27c. asked for further trading. No demand today, however. Back salting down several cents a pound as to quality. Ex-light Texas is slow and nominally quoted at 23@24c. for business with supplies ample. Tanners refuse to be interested. A few more butts were reported moved in a quiet way at 28c. unchanged. Previous business was heavy on this basis. Most buyers feel that further declines are in sight. Colorados sold to the extent of 5,000 during the period under review at a steady price of 28c. Previous business was very large at this rate. Buyers consider the future market not over 27½c. Branded cows have not moved for a long time and figures of 23@

24c. are strictly nominal ones. Branded bulls slow, although another car of good section hides moved at 20c. unchanged from last week's movement. Native bulls are not offered by leading packers, as they are fairly well sold up. Until sellers got ready to offer hides for sale asking rates of 26@27c. are merely nominal ones.

Later.—19½c. bid rejected for Northern branded bulls; asking 20c. Southern kill held 22@23c.

**COUNTRY HIDES.**—The market has been exceptionally quiet during the past week. Tanners have refrained from purchasing, expecting sellers to offer goods at reductions. Values are weak and declining, but to date there are still many bull holders who refuse quoting lower rates despite the big declines in packer hides previously chronicled. Offerings of western hides have been reported from eastern markets at declines from previous rates even for all short haired free of grub heavy stock suitable for army use. This is the most reliable criterion of the market available at this writing owing to the entirely "up-in-the-air" situation in the big Chicago district. Tanners or sellers are not yet able to judge accurately where the situation will finally land and until business develops there will be a wide range in quotation. All short hair free of grub hides are still nominal, but offerings are reported in the east at 25c. for such quality. Locally buyers' views are 24@24½c. for business in choice goods and many feel that the inside is nearer the market. Sales were made at an outside point at 24c. for free of grub buffs short hair and also other outside cars moved at the same figure for lots running 90 per cent. short haired and practically free of grubs. The desire to unload on the part of outside holders is more active than on Kinzie street. No. 2 buffs were reported moved locally, all long haired stock at 22c., but same quality is said to have sold from outside at 20½c. Extremes are a drag on the market. One tanner reports securing 3,000 short haired extremes grub free at outside point at 25c.; a big car of northwestern extremes sold at 25c. Chicago freight also, this lot running but 80 per cent. short haired. Some long haired extremes moved at 23c., to extent of couple of cars, from outside point. Hides 45 pounds and up sold from an outside point at 22½c. selected Chicago freight, for a car of short haired goods. Some 2,600 Minneapolis 45 and up hides sold at 24½c. Chicago freight for current receipts. Locally heavy steers are currently quoted at 26@27c. for business as to lot and heavy cows at 24@24½c. Branded cows were quiet during the period under re-

view. The nominal market for such stock is around 20c. flat basis. Bulls are slow. Quote at 20@21c. nominal with the outside last paid but considered high today. Glue hides are quoted from 14@16c. with the demand not at all active.

Later.—Countries dull. Summer buffs quoted 24½c.; extremes 26c. for business.

**CALFSKINS** are quoted weak, local city skins being nominal at 35c. for business, as against 37c. last paid for regular weights. Bids of 38c. were reported made for packer skins running way back into October, refused and later withdrawn; seller talked 40c. Inside is considered the top of the market today. Other sellers offer late salting packer skins at 45c. asked. Outside city skins are quoted at 33@35c. for business, outside recently paid for choice goods. Country skins 31@33c. Kip-skins are slow, city kips quoted at 30@32c. inside buyers' ideas; country kips 28@30c. nominal and packer kipskins 35@40c. Light calf are slow at \$2.20 for country run and deacons at \$2.

**HORSEHIDES** show a firmer tendency. There have been sales of country run at \$7 and this figure is bid for more. Sellers' views now \$7.25 account the demand for butts. City hides \$7.75@8 asked for business with inside still considered top of the market.

**HOGSKINS** are quiet and unchanged from previous report. Regular country run of skins is quoted at \$1.10@1.25 with rejected pigs and glues out at half price. Pigskin strips steady but quiet. No. 1 strips 10½c. last paid; No. 2's quoted at 9½c. and No. 3's at 5 to 7c. as to lot, measurements, etc.

**SHEEP PELTS.**—There is a firmer feeling in the pelt market with packers talking stiff rates account the firm tone in wool. The Boston wool valuation committee has purchased wool at prices considered steady with previous market basis, and are seeking more on this basis for Government account. This probably also means a limit to the advance in wool values. Business was expected yesterday (Wednesday) in Chicago packer sheep and lambskins but details are not available at this writing. Quote packer shearlings \$1.85@1.95; lambs \$2.95@3, with outside nearer the market. Country spring lambs quoted at \$2@2.75 as to offering; country shearlings \$1.50@1.75. Dry pelts range from 48@50c., outside for choice Montanas.

### New York.

**PACKER HIDES.**—The market is absolutely flat, and few inquiries are noted. Prices are nominal and buyers' ideas generally are far below nominal asking prices. About 25,000 Jersey City native and branded steers moved which were a part of the "Big 5" Western sale of a few days ago. Prices obtained are kept private. Small packer hides are dull and uninteresting. Local stocks are accumulating and brokers report few inquiries. Prices are nominal.

**COUNTRY HIDES.**—The market is in a very dull state and recent developments in Chicago have had a more or less weakening effect. No local trading of any account is passing and tanners' ideas are way below nominal asking prices. Occasional lots are sold of special selection to tanners who are working on Government contracts, but buyers generally are showing but little interest and are keeping out of the market. A little demand is noted for short hair free of grub buffs, and while some Middle Western shippers are nominally talking 26@26½c. for strictly short hair stock, buyers' ideas are not over 25c. for good quality stock. On other lots of Western buffs, for which offerings are submitted here, buyers' ideas are not over 24c. for short hair hides. Mixed

(Continued on page 41.)

## GO TO A SPECIALIST!

Do you know that Beef Scrap pays these days?  
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Manufacturers of the Wannenwetsch Sanitary Combination Rendering and Drying Apparatus



# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, September 5.

Good to choice corn-fed steers are climbing higher, while the medium and low-priced, and especially the "grassy" kinds, are working lower, and the range in values is \$10 per cwt. Think of it—a difference of \$10 per cwt. between prime long-fed beefs which are selling up to \$17 and the lightweight cheap killers which are selling around \$6.50@7. The latter mentioned kinds should hardly be dignified by the title "killers" because they are the "riff-raff" that comes to the yards. In other words, the little, thin, grassy, off-colored steer that lacks quality enough for stocker or feeder purposes and on that account has to sell to the killers. Everything above \$14 shows 25@50c. upturn, the extreme top of \$17 being paid for one load of prime heavy and two loads of prime yearling steers. "Stillers" sold up to \$16.85, and there is a fair sprinkling of good to choice beefs at \$15.50@16.25, but few above the latter mentioned figure, and the extreme scarcity of finished cattle makes it reasonably certain that "top-notchers" will sell still higher before a halt is called, in fact, between now and Christmas we look for some fancy prices for fancy beefs. From \$12@14 the trade is practically unchanged, most everything within the range mentioned holding to last week's level of values, but from \$11 down, and particularly under \$10, it is a hard-to-quote and very unsatisfactory market, being anywhere from 50c.@\$1 per cwt. lower than a week ago, especially on the grassy kinds, because of the heavy supply of Western "rang-ers" at all of the markets.

The heavy receipts of cattle at all of the markets have included a liberal percentage of butcher-stuff and some decline in prices is logical. However, the loss has been confined largely to the medium and pretty good kinds, for cutters show only 15@25c. decline, while good to choice cows and heifers, or say anything selling above 9c., are selling readily at the recent unusually high level, but the other kinds, from 9c. down to cutters, show fully 50c. decline as compared with a week ago. Receipts include "scads" of common and medium lightweight heifers and under the circumstances they are naturally very chancy sellers. Good corn-fed bulls are scarce and are holding up comparatively well, but the grass-fat bulls, including the heavyweight bolognas, show 35@50c. decline, although there is a fairly good demand. The calf market is holding up nicely with the good to choice vealers selling largely from \$15@15.85.

Elevation of top hogs to \$18.75 on very meagre receipts has been followed by some increase in the supply and a sharp decline, Monday's trade ruling 10@15c. lower, Tuesday's market showing a similar decline and Wednesday's trade showing a further loss of 25@35c., making the market 40@60c. lower than last week's close, extreme top on Wednesday being \$18.40, which proved to be an outside price. In fact, a string of extra good hogs at \$18.35 was a little out of line with the general market, which closed very mean with quite a few hogs unsold, and it is very evident that the public has not yet been educated to the abnormally high prices at which the cured product will have to sell in order to let the packer break even. But the trade is extremely erratic and uncertain, and as there is every indication of a very meagre supply of

marketable hogs during the next thirty to sixty days, it seems reasonable to anticipate some unusually high markets during the period mentioned. Wednesday's trade closed very mean and aside from the few top sales mentioned above, bulk of the choice light shipping grades and prime finished hogs sold, from \$17.75@18.25; a good class of medium mixed, \$17.40@17.75; fair to good packing, \$17@17.25; plain grassy mixed packing, \$16.50@17, and good shipping pigs, \$14@16.

Trade in the sheep house has shown but little fluctuation during the past two weeks. There have been moderate declines on the common to medium grades of lambs since the opening of this week and Wednesday with an early estimate of 22,000 head for receipts, only ewe and wether lambs of choice quality received much of buyers' attention up until noon time. A feature of the trade is the vigorous discrimination against buck lambs, which are now coming in proportionate larger numbers than for several years. Whereas heretofore droves would come forward as they were dropped, now the ewe lambs are sorted out and left back in the country and loads of straight buck lambs that are now coming meet a very narrow demand. The idea of holding back the ewe lambs is an admirable one, as they are badly needed to replenish and increase the depleted flocks in native sections, but thousands of dollars will be lost on the buck lambs that come here this season, that, had they been castrated, would bring from 75c.@\$1 per cwt. more than they are selling for. We quote: Natives—Choice to fancy lambs, \$16.65@17; good to prime, \$16.25@16.50; culls, \$12@13; yearling wethers, \$12.50@13; fat aged wethers, \$11.50@12; good to choice ewes, \$10.25@10.75; poor to medium, \$8.50@9.50; culls, \$4.50@6; fancy breeding ewes, \$14@16; medium quality breeders, \$11@13.50; short-mouthed varieties, \$7@9.50. Westerns—Good to choice killing lambs, \$17.25@17.50; fat yearlings, \$12.50@13; fat wethers, \$11.50@12; good to choice ewes, \$10.50@10.75; feeding lambs, \$17@17.25; feeding yearlings, \$12.50@13; yearling breeding ewes, \$16@17. No aged wethers or ewes coming from the range.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., September 5.

Recorded receipts in the cattle yards this week were 35,200 of which 4,200 were on the southern side. While this run is liberal the percentage of good cattle, that is the kind that might be called choice, was very small and there were no strictly prime cattle in the offerings at all. The market is 25@50c. lower than the close of last week; this tone, however, applies only on the medium and common grades of cattle, good cattle, those selling above the \$12 mark, are on a steady basis. In the heavy beef class we have had several very high sales, one on Tuesday of a load of 1,400-lb. Missouri fed steers which brought \$15.65, the market's top in this class. It was a good load of cattle, but could not be classed as prime. A number of other sales were recorded from \$15@15.50. The rank and file of the fair to good cattle are selling from \$11.50@13.75, while the medium grades are going from \$10@11. A fair class of killers, which includes the best grassers of the inbetween sort, range from \$9@10, while the light weights and common kinds are going from \$7@8. The market's record in the yearling class was established on Tuesday when a load of yearlings weighing a little less than 1,000 lbs. brought \$16. The most of the yearlings and heifers grade much the same as the beef class, there are a few good cattle, but for the most part they are common and grassy. In this department the market is about 15@25c. lower with the good

grades holding close to steady. The range of the best killers in yearlings and heifers is \$11@14.50, the top figure being paid on several sales during the week. Toppy cows, with weight, are quoted at \$8.50@10; medium grade, \$7.50@8.50, and the plainer kinds, \$6.50@7.50.

Hog receipts for the week amount to 20,000 head. Quality shows some improvement over the previous several weeks, but we are not receiving as many good hogs as we could use, the shortage is noticeable particularly on the good shipping weights those ranging from 225 lbs. up. The market is 15@20c. lower than a week ago, but at this writing is fully steady with the decline. Today's quotations are: Mixed and butchers, \$18.15@18.50; good heavy, \$18.40@18.55; rough, \$17@17.50; lights, \$18@18.40; pigs, \$13@17.50; bulk, \$18.15@18.50.

Receipts in the sheep house amount to 16,300 for the week ending today. Quality considered the market averages about steady for the week, although there has been considerable fluctuation in the lamb department. Muttons are quoted at \$9@9.50, and strictly prime offerings would probably bring more money. Wethers range from \$10.50@12; lambs \$11@16.75; the bulk of the best lambs selling from \$16.50 to the top. We notice an increased demand for breeding ewes; they are selling up to \$13.75 for the aged animals and up to the lamb price for the yearling variety. Regardless of more liberal receipts than we have been receiving the clearances in the sheep house are excellent.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, September 4.

Cattle receipts were 22,000 head, following 24,000 yesterday, with liberal supplies at other markets, prices steady to 10c. lower, top \$16.75, another new high record. Hog supply was 6,500, run yesterday 4,000, market steady to 5 lower, top \$18.75. Sheep and lambs today 5,500, market 25 to 50 higher, Colorado lambs at \$17.25.

The steers sold at \$16.75 to-day weighed 1,600 lbs., and were strictly prime Herefords, as good as were ever offered here; Kansas steers brought \$16.35, 1,585 lbs. average. Kansas pastures contributed a fair run, but more middle and low grade cattle were included than heretofore, sales ranging from \$9.50 to \$13. Oklahoma had some good shipments here to-day, especially the Osage country, mostly medium weight steers, at \$8.50 to \$10.25. Northwest Nebraska, where a large number of weighty beef steers are ready for market, had 38 cars of these cattle here yesterday and to-day, which sold at \$9.75@10.50. Butcher cattle are selling weak, including heavy veals, light veals steady, tops \$13.50.

Strong demand and the light hog supply gave sellers the best of the argument, and prices around steady were secured after a weak opening, top \$18.75, medium weights \$18.60, lights \$18.40, pigs \$15@16.50. The rule of the trade is that a tremendous break in hog prices occurs sometime late in September or early in October, but usually there is some reason, based on supply conditions, or at least the probable supply. So far no such reason is in sight, and the market looks safe. Farmers are holding back light hogs, very few weights under 180 lbs. coming and scarcely any pigs, average weight here last week 190 lbs., 10 lbs. heavier than previous week.

Native lambs sold at \$16.75, and Colorados weighing 81 lbs. at \$17.25. Some ewes sold to killers at \$10.50. Demand for feeding and breeding stock is ahead of the supply, though more range stock will arrive from this time forward. Feeding lambs sell at \$16.50@17.25, breeding ewes \$13@16.50, some ewe lambs out last week at \$18.



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Lackawanna, N. Y.—Central Cereal, Inc., has been incorporated with a capital stock of \$60,000 by S. W. South, of Red Creek, N. Y.; G. G. Evans, Lackawanna, N. Y., and E. A. Gibbs, Franklinville, N. Y.

Anniston, Ala.—The Alabama Ice Cream Company, has been incorporated with a capital stock of \$10,000 with G. H. Edmonson as president; R. R. Lacey, secretary and treasurer. A plant with a daily capacity of 500 gallons of ice cream will be established. This is a branch of the Lacy Ice Cream Company, of Gadsden, Ala.

## ICE NOTES.

Ozark, Ark.—An 18-ton ice plant and 100-ton cold storage plant will be erected by the Citizens' Service Company.

Miami, Fla.—A company is being organized by C. J. Hulsenkamp and others for the purpose of building an ice plant.

Baraboo, Wis.—Creamery building owned by John Wildi Condensing Company, of Reedsburg, destroyed by a fire of unknown origin.

Norfolk, Va.—Plans are being prepared by the Navy Department, Washington, D. C., for the erection of a cold storage warehouse to cost between \$300,000 and \$400,000.

Spartanburg, S. C.—The capital stock of the Spartan Creamery Company has been increased to \$5,000 and equipment for the manufacture of ice cream will be installed. C. B. Waller, president.

Knoxville, Tenn.—The Union Beverage Company's plant has been purchased by J. K. Griffin, J. P. Roddy and W. R. Griffin. It is reported this plant will be remodelled for manufacturing ice and for cold storage.

Alice, Texas.—The Jim Wells Co-operative Creamery Company, recently incorporated with a capital stock of \$3,500, has been organized with G. R. Adams as president; Robert Lynn, secretary, and W. T. Trousdale, manager. Creamery equipment will be installed.

## THE REFRIGERATING PROBLEM IN RUSSIA.

By M. T. Zarochentzeff, Secretary Moscow Refrigerating Committee.

The great war has revealed our backwardness in Russia in taking advantage of artificial cooling.

The role played by refrigeration in the organization of the rear and supplying the army and our great cities with the most essential perishables (meat, butter, fats and fish) should be regarded as quite as important as that of the railways in this war, which furnish the means of transporting large bodies of men, munitions, war and other materials, in the shortest possible space of time.

Unfortunately this cardinal fact was not fully realized until some sixteen months after war had been declared.

The prolongation of the food crisis, in relation to meat, fish and fats, must to a certain extent be attributed to the utter inadequacy of refrigeration plants provided at places of production and consumption, as well as to the dearth of special transport facilities.

It is not our intention, however, at the present juncture, to launch out into criticisms of our shortcomings and organic deficiencies. The latter are too numerous to dwell upon just now, when life calls for strenuous effort, the overcoming of obstacles and the creation of new conditions of existence.

We are faced by problems too wide and great for that. We are faced by the possibility of an early termination of the war, and following that a multi-milliard national debt. Statisticians have computed that if the war lasts till the end of summer, our debt will have grown to 40 milliard roubles; if the war lasts throughout 1917 the national debt will reach 50 milliard roubles. The annual interest alone comprises more than two and a half milliard roubles.

And thus by estimating the very serious economic difficulties with which we are confronted, our task, as specialists in our own line, consists in uniting our efforts to help the country and lay a small but noteworthy stone in the construction of the Russia of the future.

## Must Point Out the Immediate Problems.

It is not enough to say that we must develop our productive forces; the task of the Moscow Refrigerating Committee, which guards State and public interests in a limited domain of Russia's many-sided life—the refrigerating domain—is to point out immediate problems in a concrete fashion in order to devise means for the attainment of the task set before them—the raising of Russia's productive forces.

The economic position, which has changed greatly owing to the war, in the first place, sets us the task of effecting a fresh economic investigation of the producing districts, which have already been investigated, such as Siberia, Turkestan, the Caucasus, the Crimea, the Volga district and region to the South-east, and also an economic investigation of new districts.

We have in view the tremendous regions lying along the projected trunk line of the South Siberian Railroad, the territory of Semiretchensk, Seven Rivers, the Altai district, the country traversed by the rivers of Northern Siberia, the Ob, Yenisei, Petchora, the Murmon Coast, etc. All these districts conceal huge, inexhaustible riches, and our task is to avail ourselves of these treasures by having recourse to artificial cooling.

The preservation of cereals and the more

lucrative products of cattle-farming (meat, butter, etc.), followed by their transport to domestic and foreign markets (the latter an important factor in our balance-sheet) is closely linked with the refrigerating business.

It is for the Moscow Refrigerating Committee to take the initiative in making these economic and commercial-technical investigations in order to obtain, on a sufficiently comprehensive scale, the requisite materials for submitting to legislation in Parliament the question of equipment of these districts with refrigerating plants at the expense of the Government, and in enlisting the support of social organizations and merchant trading circles.

On the termination of the war, we hope in the near future, we shall have to increase our export of foodstuffs, not only for the sake of adjusting our balance of trade, but in order to come to the aid of the starving peoples of Western Europe.

## Need Great Amount of Refrigerating Equipment.

And Russia is able to carry this enormous task into effect, for which purpose it will be necessary to have suitable refrigerating equipment installed on all the principal routes of transport; in the first instance on the Black Sea, Novorossisk and Tuapse, on the Baltic and North Sea, etc.

A great number of cold-storage cars, ice-preservers and harbor depots will have to be provided.

Attention has already been partially directed to the districts which produce foodstuffs, and which demand the creation of a



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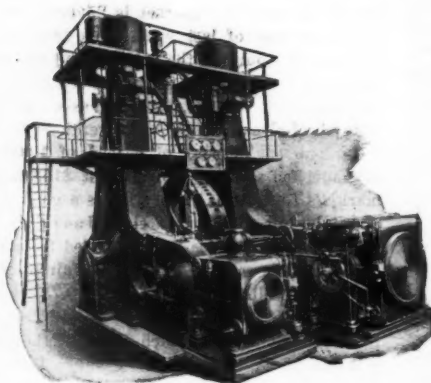
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large number of fattening establishments, up-to-date cattle rearing farms, the erection of slaughter houses, cold-storage equipment, dairies and preliminary cooling stations. The creation of transports with refrigerating equipment is required on our waterways and also in our richest, most far-removed districts.

These brief indications place before us gigantic problems. How are we to solve them? How are we to approach their solution?

And so, after thinking over all these possibilities in great and powerful Russia, where, unfortunately, lies dormant America's spirit of initiative and enterprise (which to all appearance will be long in being aroused), it would seem to us that we should tackle and solve the problems which are within our reach.

### Must Develop Refrigeration and Insulation Trade.

And our first duty is to create a system of independent refrigerating works. For, only just think, in the United States there are about 20,000 refrigerating machines, in Germany 9,000, and here, in Russia, not more than 600; and of that number up to 86 per cent. have been supplied by foreign firms; 15 per cent. was furnished by the only works in Russia, Franz Krul of Reval. It is our duty, therefore, first and foremost, to establish not one, but a number of engineering works to deal specially with refrigerating machinery.

Further, we are confronted with the task of creating and developing Russia's insulating business. On the termination of hostilities, we are certain that refrigerating construction will make immense strides in all directions. Now is the time to see that insulating materials are created which have stood the test theoretically and practically. It is one of the duties of the Moscow Refrigerating Committee to arrange a series of scientific tests to prove various insulating materials.

An immense number of cold-storage freight cars are required for refrigerating transportation. Our car-building works are working to their full capacity on freight cars (painted red) and passenger carriages. Further, they are booked with enormous orders on equipment for the new system of railroads, and it is highly improbable that they will devote much consideration to cars and cold-freighters.

For again in this direction we are far behind other countries. There are, you know, 17,000 cold-storage cars in the United States, whereas we possess up to date not above 5,000, even if you include the last orders which have not yet been executed.

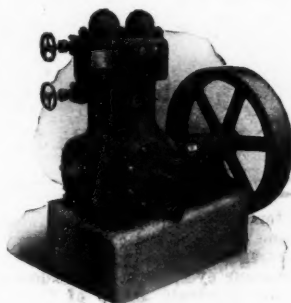
Hence, the erection of big car works for the construction of cold freighters is our duty first and foremost.

### Must Encourage Private Enterprise.

Then follows the problem of removing obstacles from the way of legislation on organizing private merchant-trading companies, whose business is the production, preservation and handling of perishable comestibles. In this respect it is essential to encourage private initiative and enterprise in the formation of merchant-trading con-

WATCH PAGE 48 FOR BARGAINS

## MECHANICAL REFRIGERATION



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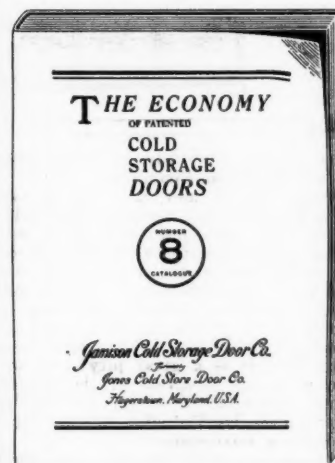
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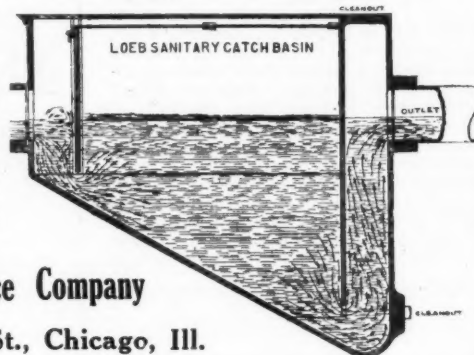
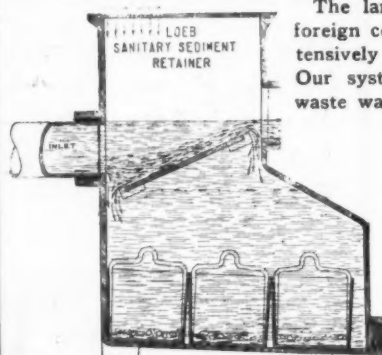
Notice is also hereby given that on and after the date of this notice, the selling, purchase, leasing, installation or renting or other use of the said inventions will constitute an infringement on our patent right and will be prosecuted as such.

Our only authorized representative is Mr. John W. Hall, Chicago, Ill. We have no other agent in any country and any person claiming to have the right to represent us is an impostor. Any information regarding the statements of persons claiming to represent us will be greatly appreciated by this company.

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cerns directed, naturally, towards increasing the welfare of the community.

Finally, up till now, it is sad to have to state, municipal and zemstvo social self-governing bodies have not appraised at its real value all the importance of refrigeration.

It is the duty of the zemstvos, in common with the Cooperative Supply Associations, to organize model cattle-farms, fattening establishments, central and local slaughter-houses, collective iceries and refrigerating installations, etc. It is a great pity that, up till now, with the exception of the Nijni-Novgorod Provincial Zemstvo, not a single zemstvo has handled the question of constructing a refrigerator.

The town councils are also confronted by the problem of erecting technically improved

slaughter-houses, equipped with refrigerators as a sine qua non, and covered markets with cold storage.

Before our eyes, as in a kaleidoscope, proceeds the insensate gallop of the prices of foodstuffs. Prices grow out of all proportion, especially with comestibles. Nor should the State stand idly by; it ought not to permit the destruction of tens and hundreds of thousands of pounds of foodstuffs owing to the absence of cold storage.

Following the loss of products, prices naturally advance. And the State ought to declare loudly: "Refrigerating is a matter of vital importance to the country."

And having made this declaration, it ought, in order to preserve huge quantities of foodstuffs, to elaborate and promulgate laws ensuring the proper feeding of the population, a law on preservation of foodstuffs, and, following in natural sequence, an act compelling all our food producers and dealers to provide themselves with cold storage to avoid useless deterioration and loss of products, and thus enable the people to purchase good and wholesome produce.

These are, in short, the tasks which lie before us, and it is the duty of the refrigerating committees to arouse the attention of social and government circles by pointing out the importance of refrigeration.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, September 7, 1917.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 9¾@10c. per lb.; 60 per cent. caustic soda, 9¼c. per lb.; 98 per cent. powdered caustic soda, 9½c. per lb.; 48 per cent. carbonate of soda, 4c. per lb.; 58 per cent. soda ash, 4¼@4½c. per lb.; talc, 1½@1¾c. per lb.; chloride of lime, 1½@2c. per lb.; silic, \$15@20 per ton of 2,000 lbs.

Prime palm oil, 18c. per lb.; clarified palm oil, bbls., 21c. per lb.; Lagos palm oil in casks, 19c. per lb.; palm kernel oil, 19c. per lb.; yellow olive oil, \$2@2.10 per gal.; green olive oil, \$2 per gal.; Cochiti coconut oil, 25@30c. per lb.; Ceylon coconut oil, 16½@16¾c. per lb.; cottonseed oil, \$1.25@1.30 per gal.; green olive foot oils, 22@25c. per lb.; soya bean oil, 14¼@15c. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.30@1.35 per gal.

Prime city tallow, special, 16½c. per lb.; dynamite glycerine, 65@66c. per lb.; saponified glycerine, 51c. per lb.; crude soap lye glycerine, 46c. per lb.; chemically pure glycerine 65@66c. per lb.; prime packers' grease, 15@16c. per lb.

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## FOR PURCHASING DEPARTMENTS

### NEW TYPE REFRIGERATING MACHINE.

The Westinghouse-LeBlanc refrigerating machine, which has recently been put on the market, is of special interest because it is said to be radically different from the machines now in general use. In the first place, the refrigerating element is not ammonia,

suction of this pump is not sufficient, however, to remove rapidly enough the vapors that tend to collect in the evaporator and reduce the vacuum. Additional means are therefore employed. The water vapors rising from the evaporator into the exhaust pipe meet a jet of steam from an ejector, which

It is claimed that with this machine the danger incident to the use of gases at high pressure is avoided, and that the machine is a very simple one to operate. Its weight is less than half that of other machines of similar capacity, and it also occupies much less space. Tests are said to show that the efficiency of this machine compares very favorably with other types.

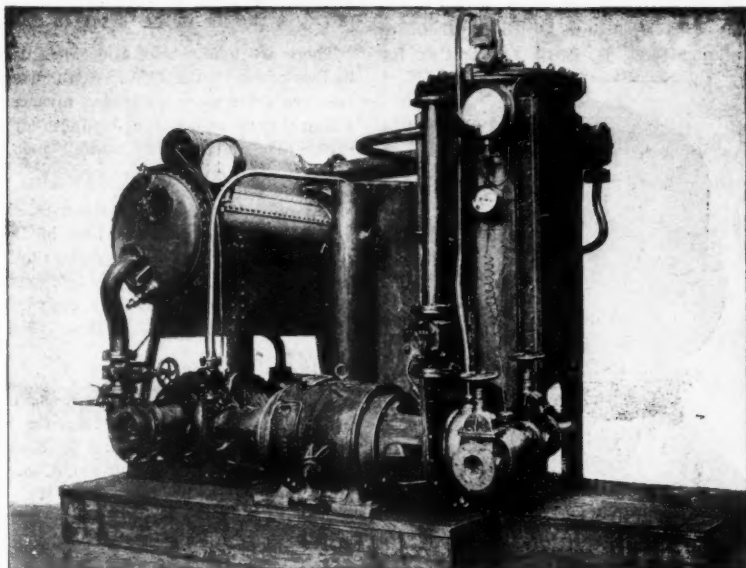


FIG. 1.—WESTINGHOUSE-LEBLANC REFRIGERATING MACHINE.

carbon dioxide, or any other gas, but simply either pure water or a brine solution. Secondly, high pressures are not used; on the contrary, the machine operates under vacuum.

The principle of this new machine is easily understood. Everyone knows that when water evaporates, it produces a cooling effect and that the more rapid the evaporation, the more marked the cooling. From time immemorial this principle has been employed in various crude ways to cool water and preserve food, but the Westinghouse machine is said to be the first to use it in an efficient and scientific manner.

Briefly, the operation is as follows: Water or brine is drawn out of a reservoir into a large tank, or evaporator. The water or brine comes in at the top of the evaporator and, passing through a sieve, falls to the bottom as a fine spray. A high vacuum is maintained inside the evaporator, and as a result a part of the spray evaporates very rapidly, thereby producing an intense cooling action.

But the only thing that can be cooled is that part of the spray which is not evaporated, and consequently the liquid that collects in the bottom of the evaporator is intensely cold, and this forms the refrigerant. It is pumped out and sent through pipes whenever wanted, either for ice-making or refrigerating purposes, just as the brine cooled by the ammonia coils is handled in the compressor type of machine. Where temperatures above freezing are wanted, water is used in the Westinghouse machine. For lower temperatures a brine solution is necessary.

The vacuum within the evaporator is maintained by means of a LeBlanc air pump. The

sweeps them into a condenser where both vapors and steam are condensed. Thus the process of evaporation is made continuous, and an exceedingly high vacuum can be maintained at all times. Fig. 2 is a diagram of the machine and shows its action clearly.

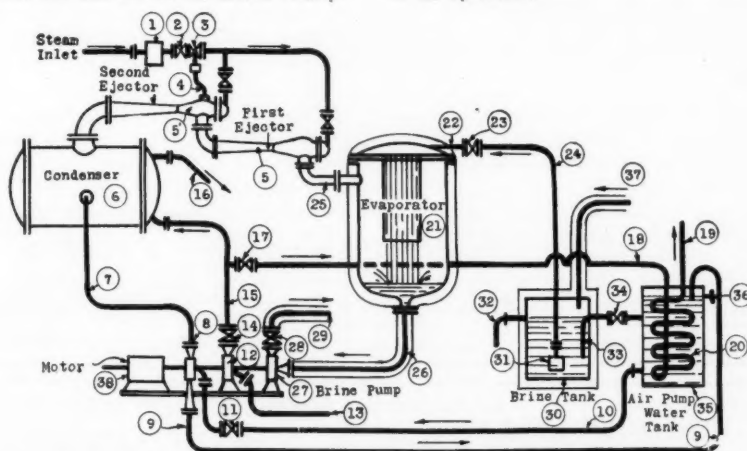


FIG. 2.—DIAGRAMMATIC ARRANGEMENT OF WESTINGHOUSE-LEBLANC REFRIGERATING MACHINE.

- |                                       |                                |
|---------------------------------------|--------------------------------|
| 1. Moisture Separator.                | 20. Cooling Coil.              |
| 2. Automatic Press. Regulating Valve. | 21. Evaporator.                |
| 3. Automatic Shut-Off Valve.          | 22. Brine Inlet.               |
| 4. Vacuum Connection to Ejector.      | 23. Regulating Valve.          |
| 5. Ejector.                           | 24. Brine Pipe.                |
| 6. Condenser.                         | 25. Vapor Suction Pipe.        |
| 7. Air Pump Suction.                  | 26. Brine Pump Suction.        |
| 8. Westinghouse-LeBlanc Air Pump.     | 27. Brine Pump.                |
| 9. Air Pump Discharge.                | 28. Non-return Valve.          |
| 10. Water Pipe to Air Pump.           | 29. Brine Discharge.           |
| 11. Regulating Valve.                 | 30. Brine Tank.                |
| 12. Circulating Pump.                 | 31. Strainer.                  |
| 13. Water Inlet.                      | 32. Overflow.                  |
| 14. Non-return Valve.                 | 33. Make-Up Water Inlet.       |
| 15. Circulating Water Inlet.          | 34. Regulating Valve.          |
| 16. Circulating Water Discharge.      | 35. Air Pump Water Tank.       |
| 17. Regulating Valve.                 | 36. Overflow to Boiler Feed.   |
| 18. Water Pipe to Cooling Coil.       | 37. Return Pipe for Brine.     |
| 19. Discharge from Cooling Coil.      | 38. Electric Motor or Turbine. |

### LOEB SANITARY CATCH BASIN.

The National Sanitary Service Company, manufacturing and selling the Patented Loeb Sanitary Catch Basin and Sediment Retainer, is an organization of well known Chicago business men. The president, J. T. Russell, is a former president of the Master Butchers' Association of the United States, and a well known wholesale and retail market man. The secretary is John Irwin, of the well known wholesale provision house of Irwin Bros., and the treasurer, P. J. Harmon, is the president of the Stockmen's Trust and Savings Bank. The general manager, Maurice Loeb, and the sales manager, W. J. Richter, are well known and enjoy the confidence of meat packers in the United States and Canada. John W. Hall, of Cross, Roy & Saunders, Chicago, is the only authorized selling agent.

### REDFIELD HAS NEW HOG SCRAPER.

Robert S. Redfield, of Chicago, the well-known packing house engineer, was in New York this week closing up some important machinery contracts. Mr. Redfield has just completed plans for putting on the market his new metal ring hog-dehairing machine, which he believes will revolutionize this phase of hog-killing methods because of the economy of its operation.

# Chicago Section

"Quail on toast" you can get, but no more "liver on trust!"

As a war expert Hobson would make a crack bartender.

Congress, like the backyard garden, needs the weeds eliminated.

As the old saying goes—and it works—"Give 'em rope enough."

We can always fall back on Carter H., anyhow, and that's some consolation.

Murder does not include wives killing husbands, which is evidently a pastime here.

The Chicago Board of Trade and all exchange and business houses were closed on Labor Day.

Captain John Roberts, of Roberts & Oake, packers, is in charge of the Army commissary at Kansas City.

And it still holds good and always will. "If you are not with the United States, you are against it!"

Now—right now—would be a good time to take the tax off oleomargarine, or put a similar one on butter.

The way people feel who voted for Governor Lowden is altogether different from the way people feel who voted for "Bill" Thompson.

Board of Trade memberships are selling around \$5,300 net to the buyer. Evidently no discouragement owing to the wheat price curb.

Fred W. Potter, secretary and treasurer of the Sullivan Packing Company, Detroit, Mich., was in town visiting the trade during the week.

Swift and Company's sales of fresh beef in Chicago for the week ending Saturday, September 1, 1917, averaged as follows: Domestic beef, 14.24 cents per pound.

Another good answer to that "What are we fighting for?" is: "We are fighting for



THE LATE J. C. F. MERRILL.  
Secretary Chicago Board of Trade.

the continued freedom of the United States." What and who are you fighting for?

Why should not every publication and citizen support and boost whole-heartedly and determinedly our side of this controversy? This country supports and protects us. A bas a slacker!

At a meeting of the Chicago City Council on Monday the Aldermen, by a vote of 42 to 6, condemned the Mayor, which to some extent vindicates Chicago, and Chicago wants the whole country to know it.

There are hundreds of thousands of people in this country—the I. W. W., for example—who are a far more malignant menace to its welfare than either the Japanese or Mexicans. The latter are "white" men, compared.

Not only do these obstructionists, chicken-hearted pacifists and the like in Congress cost the country millions of dollars and thousands of lives, but they dishearten our would-be soldiers. What has become of the old-time "chucker-out," the good old "bouncer"?

John L. Taylor, of Taylor Bros., brokers, done got married on Labor Day, the lady in the case being Mrs. Margaret McKinnon De Malchan, of Langside, Ontario, Can. They made their escape to Manitowish, Wis., before the mob got after them. Everybody who knows "Jack" wishes him and his bride good health, long life and much happiness.

J. C. F. Merrill, secretary of the Chicago Board of Trade since August 1, 1912, died at his home in Hinsdale on Friday morning, August 31, after a two weeks' illness. Mr. Merrill became a member of the Board of Trade in January, 1879, and was president in 1911. He was born in Bergen, Genesee County, N. Y., on November 30, 1851. Always an enthusiastic trade booster, one of the best posted grain men in the country, and possessing a likeable personality, he was just and exceedingly popular and widely known. He is survived by a son, Ralph, and a daughter, Charlotte. His wife died in 1893.

## THE STADLER ENGINEERING CO. ARCHITECTS AND ENGINEERS

Specialists in Abattoirs, Packing Houses, Garbage Reduction Plants and Cold Storage Warehouses.  
Chas. Stadler, Chief Engr. For 12 years chief supervisor with Salsberger & Sons Co. (Wilson & Co.).  
Room 943, Webster Building, Chicago, Ill.

## H. C. GARDNER F. A. LINDBERG GARDNER & LINDBERG ENGINEERS

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Specialties: Packing Plants, Cold Storage, Manufacturing Plants, Power Installations, Investigations.  
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PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

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Union Stock Yards CHICAGO, ILL.

Packers and Commission Slaughterers

Beef, Pork and Mutton

Members of the American Meat Packers' Association.

## J. B. ZIEGLER & CO.

Greases, Tallowes, Oils  
Stearines

Tankage, Bones, Hoghair

Consignments Solicited

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D. E. Washington, Mgr. & Chief Engr.

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**"EVERY OUNCE ENERGIZES"**  
**NH<sub>3</sub>**

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

**MORRIS & COMPANY**

**Chicago, Union Stock Yards**

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**Beef and Pork Packers**

Boneless Beef Cuts.

Sausage Materials.

Commission Slaughterers.

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

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CHICAGO**

## R. W. BARNES

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**49 Board of Trade, Chicago**

Established 1877

**W. G. PRESS & CO.**

175 W. Jackson Bl'vd, Chicago

**PORK LARD SHORTRIBS**

*For Future Delivery*

**GRAIN** Correspondence Solicited **STOCKS**

## BONE CRUSHERS



## WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9.

**THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.**

General Sales Dept., Old Colony Bldg.  
Works: **ST. LOUIS** **CHICAGO**

67 Second St.  
**SAN FRANCISCO**

### FREIGHT RATES ON GREEN MEATS.

A complaint against the rates charged on the east-bound movement of green salted hams, green salted shoulders, green salted sides and other green salted hog meats packed in boxes or barrels with salt in carload lots, or mixed with other packinghouse products in carload lots, was filed with the Interstate Commerce Commission this week by Jacob E. Decker & Sons, Mason City, Ia.

The Baltimore & Ohio and other Eastern railroads were named defendants.

Green meats shipped loose, it was pointed out, are charged rates equal to those applying to fresh meats, whereas the rates should be the same as though the pork products were packed. The complaint requested, "That said respondents be required to establish, put in force and apply as a maximum in the future to the transportation of the

articles mentioned the rates on the same articles when moving loose, from Mason City, Ia., to points in official classification territory east of the Illinois-Indiana State line; that said respondents and each of them be commanded to cancel all charges demanded in excess of rates charged on same articles moving loose, together with reparation for the unlawful charges, if any, that respondents or any of them may hereafter publish."



## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 27.....	24,502	2,183	10,438	9,392
Tuesday, Aug. 28.....	7,343	1,850	2,777	9,387
Wednesday, Aug. 29.....	22,378	2,402	8,402	11,931
Thursday, Aug. 30.....	7,736	1,693	4,436	8,610
Friday, Aug. 31.....	2,695	474	4,443	7,939
Saturday, Sept. 1.....	2,826	40	3,547	4,164
Total last week.....	67,490	8,684	34,045	51,443
Previous week.....	59,085	8,341	66,106	57,153
Cor. week, 1916.....	67,771	7,635	167,543	107,928
Cor. week, 1915.....	43,517	6,300	108,753	85,599

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 27.....	2,634	156	2,195	1,729
Tuesday, Aug. 28.....	1,478	85	658	2,244
Wednesday, Aug. 29.....	4,054	92	577	2,970
Thursday, Aug. 30.....	3,453	208	1,895	2,726
Friday, Aug. 31.....	1,138	...	1,938	1,820
Saturday, Sept. 1.....	148	...	837	147
Total last week.....	12,905	541	8,200	11,638
Previous week.....	12,643	526	7,947	15,017
Cor. week, 1916.....	14,950	472	17,118	31,837
Cor. week, 1915.....	10,852	637	25,117	4,863

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Sept. 2, 1917.....	1,904,500	5,010,203	2,106,943
Same period, 1916.....	1,582,556	5,155,055	2,517,505

## Combined receipts of hogs at eleven points:

Week ending Sept. 2, 1917.....	174,000
Previous week.....	278,000
Cor. week, 1916.....	487,000
Cor. week, 1915.....	335,000
Total year to date.....	18,095,000
Same period, 1916.....	20,374,000
Cor. week, 1915.....	17,896,000

## Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Sept. 2, 1917.....	251,000	123,000	202,000
Previous week.....	257,000	207,000	166,000
Same period, 1916.....	245,000	388,000	321,000
Same period, 1915.....	198,000	254,000	307,000

## Combined receipts at seven markets for 1917 to Sept. 2, 1917, and the same period a year ago:

	1917.	1916.
Cattle.....	6,114,000	5,106,000
Hogs.....	14,593,000	16,472,000
Sheep.....	5,583,000	6,357,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	6,400
Anglo-American.....	1,500
Swift & Company.....	3,400
Hammond Co.....	2,000
Morris & Co.....	2,500
Wilson & Co.....	2,800
Boyd-Lunham.....	1,400
Western Pkg. Co.....	3,500
Roberts & Oake.....	1,900
Miller & Hart.....	1,800
Independent P. Co.....	1,600
Brennan Pk. Co.....	1,600
Others.....	3,600
Totals.....	31,500
Total last week.....	59,300
Total corresponding week, 1916.....	135,300
Total corresponding week, 1915.....	85,900

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$12.90	\$17.30	\$10.25	\$17.00
Previous week.....	12.60	18.20	9.90	16.25
Cor. week, 1916.....	9.85	10.80	7.10	10.50
Cor. week, 1915.....	9.10	7.05	5.75	8.90
Cor. week, 1914.....	9.25	9.20	5.00	7.40
Cor. week, 1913.....	8.30	8.00	4.25	7.30
Cor. week, 1912.....	8.25	8.34	4.10	6.80
Cor. week, 1911.....	7.10	7.11	3.60	5.90
Cor. week, 1910.....	6.90	9.12	4.25	6.75

\*Record.

## CATTLE.

Good to choice steers.....	\$13.40@16.75
Yearlings, good to choice.....	10.50@14.00
Fair to good steers.....	9.00@12.50
Range steers.....	8.50@11.25
Stockers and feeders.....	8.00@9.75
Good to choice cows.....	8.00@10.25
Good to choice heifers.....	9.00@11.00
Fair to good cows.....	6.75@7.75

Canners.....	5.25@5.85
Cutters.....	6.00@7.15
Bologna bulls.....	6.00@6.50
Butcher bulls.....	7.25@10.00
Heavy calves.....	7.50@10.00
Good to prime calves.....	12.00@16.25

## HOGS.

Prime light butchers.....	\$17.65@18.65
Fair to fancy light.....	17.35@18.35
Medium wt. butchers, 200-250 lbs.....	18.25@18.75
Heavy butchers, 240-400 lbs.....	18.30@18.70
Choice heavy packing.....	17.25@17.75
Rough heavy packing.....	16.70@17.00
Pigs, fair to good.....	13.00@15.50
Stags (subject to 70 lbs. dockage).....	17.00@18.50

## SHEEP.

Good to choice wethers.....	\$9.00@10.75
Good to choice ewes.....	8.00@10.50
Yearlings.....	10.00@13.25
Feeding yearling ewes.....	13.00@15.25
Western lambs, good to choice.....	16.00@17.50
Native lambs, good to choice.....	15.50@16.75
Feeding lambs.....	14.00@17.50

## CHICAGO PROVISION MARKETS

## Range of Prices.

SATURDAY, SEPTEMBER 1, 1917.

No market.

MONDAY, SEPTEMBER 3, 1917.

Holiday. No market.

TUESDAY, SEPTEMBER 4, 1917.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
October.....	\$43.25	\$43.25	\$42.90	\$42.95
LARD—(Per 100 lbs.)—				
September.....	23.65	23.67	23.55	23.55
October.....	23.52	23.65	23.50	23.50
January.....	22.35	22.42	22.22	22.22
RIBS—(Boxed, 25c. more than loose)—				
September.....	23.65	23.65	23.60	23.60
October.....	23.55	23.67	23.35	23.57
January.....	21.15	21.22	21.10	21.12

WEDNESDAY, SEPTEMBER 5, 1917.

PORK—(Per bbl.)—				
October.....	42.60	42.75	42.45	42.62
LARD—(Per 100 lbs.)—				
September.....	23.37	23.42	23.30	23.37
October.....	23.25	23.37	23.25	23.30
January.....	22.05	22.20	22.05	22.12
RIBS—(Boxed, 25c. more than loose)—				
September.....	23.40	23.50	23.30	23.45
October.....	23.40	23.50	23.27	23.42
January.....	20.92	21.05	20.90	20.95

THURSDAY, SEPTEMBER 6, 1917.

PORK—(Per bbl.)—				
September.....	42.90	42.90	42.90	42.90
October.....	42.75	42.97	42.65	42.85
LARD—(Per 100 lbs.)—				
September.....	23.37	23.50	23.37	23.50
October.....	23.27	23.47	23.27	23.45
January.....	22.07	22.25	22.07	22.22
RIBS—(Boxed, 25c. more than loose)—				
September.....	23.45	23.57	23.45	23.57
October.....	23.37	23.55	23.37	23.52
January.....	20.95	21.10	20.95	21.10

FRIDAY, SEPTEMBER 7, 1917.

PORK—(Per bbl.)—				
September.....	43.00	43.15	43.00	43.20
October.....	43.15	43.25	43.10	43.20
LARD—(Per 100 lbs.)—				
September.....	23.55	23.70	23.55	23.67
October.....	23.50	23.65	23.50	23.65
RIBS—(Boxed, 25c. more than loose)—				
September.....	23.75	23.75	23.70	23.70
October.....	23.62	23.70	23.57	23.70

†Bld. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	30	@35
Native Sirloin Steaks.....	35	@40
Native Porterhouse Steaks.....	40	@40
Native Pot Roasts.....	20	@24
Rib Roasts from light cattle.....	18	@22
Beef Stew.....	16	@18
Boneless Corned Briskets, Native.....	22	@24
Corned Rumps, Native.....	18	@20
Corned Ribs.....	17	@17
Corned Flanks.....	15	@15
Round Steaks.....	18	@25
Round Roasts.....	20	@22
Shoulder Steaks.....	24	@25
Shoulder Roasts.....	30	@24
Shoulder Neck End, Trimmed.....	18	@18

## Lamb.

Hind Quarters, fancy.....	30	@35
Fore Quarters, fancy.....	25	@30
Legs, fancy.....	30	@35
Stew.....	20	@25
Chops, shoulder, per lb.....	20	@25
Chops, rib and loin, per lb.....	45	@45
Chops, French, each.....	15	@15

## Mutton.

Legs.....	25	@25
Stew.....	20	@20
Shoulders.....	22	@25
Hind Quarters.....	22	@25
Fore Quarters.....	18	@20
Rib and Loin Chops.....	30	@35
Shoulder Chops.....	23	@25

## Pork.

Pork Loins.....	32	@35
Pork Chops.....	35	@38
Pork Shoulders.....	28	@35
Pork Tenderloins.....	45	@45
Pork Butts.....	34	@34
Spare Ribs.....	18	@18
Hocks.....	15	@15
Pigs' Heads.....	12 1/2	@12 1/2
Leaf Lard.....	25	@25

## Veal.

Hind Quarters.....	22	@25
Fore Quarters.....	14	@15
Legs.....	22	@25
Breasts.....	12	@18
Shoulders.....	18	@20
Cutlets.....	28	@35
Rib and Loin Chops.....	28	@30

## Butchers' Offal.

Suet.....	14	@14
Tallow.....	5 1/4	@8
Bones, per cwt.....	1.00	@2.00
Calfskins, 8 to 15 lbs.....	34	@34
Calfskins, under 18 lbs. (deacons).....	75	@75
Kips.....	28	@28

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## Just Brokers

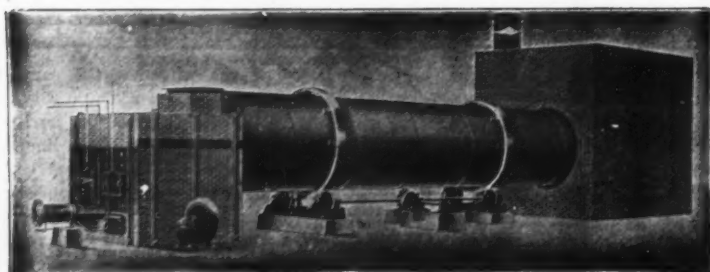
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Import Agents  
Hides, Skins, Pickled Pelts,  
Wool, Tallow and Casings

## DRYERS AND CONTINUOUS PRESSES

Economical—Efficient  
—Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.  
Material carried in stock for standard sizes.

Send for Catalogue T. B.

## American Process Co.

68 William St., New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	21	@ 23
Good native steers	18	@ 20
Native steers, medium	16	@ 18
Helpers, good	16	@ 18
Cows	11	@ 14
Hind quarters, choice	11	@ 14
Fore Quarters, choice	11	@ 18

## Beef Cuts.

Beef Tenderloins, No. 1	@ 40
Beef Tenderloins, No. 2	@ 35
Steer Loin, No. 1	@ 38
Steer Loin Ends, No. 2	@ 23
Steer Short Loin, No. 1	@ 30
Steer Short Loin, No. 2	@ 24 1/2
Cow Loin	14
Steer Loin Ends (hips)	23
Cow Short Loin	17
Cow Loin Ends (hips)	18
Sirloin Butts, No. 3	@ 20
Strip Loin, No. 3	@ 16
Steer Ribs, No. 1	@ 25
Cow Ribs, No. 1	@ 17
Cow Ribs, No. 2	@ 17
Cow Ribs, No. 3	@ 12
Rolls	@ 18 1/2
Steer Rounds, No. 1	@ 20
Steer Rounds, No. 2	@ 19
Cow Rounds	14
Flank Steak	@ 20
Rump Butts	@ 17
Steer Chucks, No. 1	@ 16 1/2
Steer Chucks, No. 2	@ 15
Cow Chucks	@ 10 1/2
Boneless Chucks	@ 16
Steer Plates	@ 14
Medium Plates	@ 12 1/2
Briskets, No. 1	@ 15 1/2
Briskets, No. 2	@ 13
Shoulder Clods	@ 13
Steer Navel Ends	@ 10
Cow Navel Ends	@ 9 1/2
Fore Shanks	@ 8 1/2
Hind Shanks	@ 8
Hanging Tenderloins	@ 15
Trimblings	15 @ 16

## Beef Product.

Brains, per lb.	10	@ 11
Hearts		@ 11 1/2
Tongues		@ 21 1/2
Sweetbreads	27	@ 28
Ox Tail, per lb.	9 @ 10	@ 7
Fresh tripe, plain		@ 8
Fresh tripe, H. O.		@ 11 1/2
Livers	11	@ 11 1/2
Kidneys, per lb.		@ 8

## Veal.

Heavy Carcass, Veal .....	13 1/2 @ 16 1/2
Light Carcass .....	22 @ 22 1/2
Good Carcass .....	23 @ 24
Good Saddles .....	24 @ 26
Medium Racks .....	@ 14
Good Racks .....	@ 18

## Veal Product.

Brains, each	9	@ 10
Sweetbreads	40	@ 50
Calf Livers		@ 25
Heads, each		@ 40

## Lamb.

Good Caul Lambs.....	@26
Round Dressed Lambs.....	@28
Saddles, Caul.....	@27
R. D. Lamb Fores.....	@25
Caul Lamb Fores.....	@25
R. D. Lamb Saddles.....	@30
Lamb Fries, per lb.....	18 @20
Lamb Tongues, each.....	@4
Lamb Kidneys, per lb.....	@25

## Mutton.

Medium Sheep .....	@ 22
Good Sheep .....	@ 25
Medium Saddles .....	@ 24
Good Saddles .....	@ 27
Good Fores .....	@ 23
Medium Racks .....	@ 22
Mutton Legs .....	@ 24
Mutton Loin .....	@ 26
Mutton Stew .....	@ 17
Sheep Tongues, each .....	@ 4
Sheep Heads, each .....	@ 12

## Fresh Pork, Etc.

Dressed Hogs	21	@ 22
Pork Loin		@ 31
Leaf Lard		@ 25
Tenderloins		@ 40
Spare Ribs		@ 18
Butts		@ 30
Hocks		@ 14
Trimblings		@ 21
Extra Lean Trimblings		@ 21
Tails		@ 12
Snouts		@ 11
Pigs' Feet		@ 5
Pigs' Heads		@ 15
Blade Bones		@ 9
Blade Meat		@ 9 1/2
Cheek Meat		@ 14 1/2
Hog Livers, per lb.	8	@ 8
Neck Bones		@ 8
Skinned Shoulders		@ 25
Pork Hearts		@ 11
Pork Kidneys, per lb.		@ 12
Pork Tongues		@ 32
Slip Bones		@ 9
Tail Bones		@ 9
Brains	9	@ 40
Backfat		@ 24
Hams		@ 20
Calas		@ 20
Belhies		@ 32
Shoulders		@ 25

## SAUSAGE.

Columbia Cloth Bologna	@ 15
Bologna, large, long, round, in casings	@ 15
Choice Bologna	@ 16
Frankfurters	@ 20
Liver, with beef and pork	@ 14
Tongue and blood	@ 21 1/2
Minced Sausage	@ 19
New England Style Luncheon Sausage	@ 26 1/2
Prepared Luncheon Sausage	@ 26 1/2
Special Compressed Sausage	@ 23 1/2
Berliner Sausage	@ 37 1/2
Oxford Lean Butts	@ 18 1/2
Polish Sausage	@ 18 1/2
Garlic Sausage	@ 18 1/2
Country Smoked Sausage	@ 18 1/2
Country Sausage, fresh	@ 26 1/2
Pork Sausage, bulk or link	@ 22 1/2
Pork Sausage, short link	@ 23
Boneless lean butts in casings	@ 41 1/2
Luncheon Roll	@ 20
Delicatessen Loaf	@ 20
Jellied Roll	@ 20

## Summer Sausage.

Best Summer, H. C. (new)	@ —
German Salami	@ 33 1/2
Italian Salami (new goods)	@ 37 1/2
Holsteiner	@ 27 1/2
Metwurst	@ 21 1/2
Farmer	@ 29
Cervelat, new	@ 35 1/2

## Sausage in Brine.

Bologna, kits	@ 2.30
Bologna, 1/2 @ 1/2	3.10 @ 11.50
Pork, link, kits	@ 2.05
Pork, links, 1/2 @ 1/2	3.70 @ 13.35
Polish sausage, kits	@ 2.60
Polish sausage, 1/2 @ 1/2	3.75 @ 13.75
Frankfurts, kits	@ —
Frankfurts, 1/2 @ 1/2	@ —
Blood sausage, kits	@ 2.30
Blood sausage, 1/2 @ 1/2	3.10 @ 11.50
Liver sausage, kits	@ 2.30
Liver sausage, 1/2 @ 1/2	3.10 @ 11.50
Head cheese, kits	@ 2.30
Head cheese, 1/2 @ 1/2	3.10 @ 11.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels	\$14.35
Pickled Plain Tripe, in 200-lb. barrels	14.95
Pickled H. C. Tripe, in 200-lb. barrels	15.95
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Shoulders, in 200-lb. barrels	—
Sheep Tongues, Short Cut, barrels	69.50

## CANNED MEATS.

Corned, boiled and roast beef, No. 1	Per doz.	3.30
Corned, boiled and roast beef, No. 2		6.35
Corned, boiled and roast beef, No. 6		23.25
Corned beef hash, No. 1		1.40
Corned beef hash, No. 1		2.90
Hamburger steak and onions, No. 1		1.35
Hamburger steak and onions, No. 1		2.60
Vienna sausage, No. 1		1.25
Vienna sausage, No. 1		2.80

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	Per doz.	\$3.50
4-oz. jars, 1 doz. in box		6.75
8-oz. jars, 1/2 doz. in box		12.00
16-oz. jars, 1/2 doz. in box		21.00

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 32.00
Plate Beef	@ 31.00
Prime Mess Beef	@ 30.00
Mess Beef	@ 29.00
Beef Hams (220 lbs. to bbl.)	@ —
Rump Butts	@ 29.00
Mess Pork	@ 47.00
Clear Fat Backs	@ 47.50
Family Back Pork	@ 45.00
Ream Pork	@ 42.00

## LARD.

Pure lard, kettle rendered, per lb. tes.	@ 26 1/2
Pure lard	@ 25 1/2
Lard, substitute, tes.	@ 18 1/2
Lard compounds	@ 18
Cooking oil, per gal., in barrels	@ 1.34
Cooks' and bakers' shortening tubs	@ 25 1/2
Barrels, 1/2 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/2 c. to 1 c. over tierces.	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	23 1/2 @ 25
Cartons, rolls or prints, 1 lb.	25 1/2 @ 28
Cartons, rolls or prints, 2 @ 5 lbs.	23 @ 27 1/2
Shortenings, 30 @ 10 lb. tubs.	@ 20

## DRY SALT MEATS.

(Boxed. Loose are 1/2 c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 28.00
Clear Bellies, 18 @ 20 avg.	@ 27.75
Rib Bellies, 20 @ 25 avg.	@ 27.35
Fat Backs, 10 @ 12 avg.	@ 23.50
Fat Backs, 12 @ 14 avg.	@ 23.50
Fat Backs, 14 @ 16 avg.	@ 24.00
Extra Short Clears	@ 25.75
Extra Short Ribs	@ 25.75
D. S. Short Clears, 20 @ 25 avg.	@ 28.75
Butts	@ 21.00
Bacon meat, 1 1/2 c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs. avg.	@ 27 1/2
Hams, 16 lbs. avg.	@ 26 1/2
Skinned Hams	@ 28 1/2
Calas 4 @ 6 lbs. avg.	@ 21 1/2
Calas, 6 @ 12 lbs. avg.	@ 21 1/2
New York Shoulders 8 @ 12 lbs. avg.	@ 20 1/2
Breakfast Bacon, fancy	@ 39 1/2
Wide, 10 @ 12 avg., and strip, 3 @ 4 avg.	@ 35 1/2
Wide, 5 @ 6 avg., and strip, 3 @ 4 avg.	@ 35 1/2

## Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6

avg.	@ 29 1/2
Dried Beef Sets	@ 32 1/2
Dried Beef Inside	@ 33 1/2
Dried Beef Knuckles	@ 31
Dried Beef Outlets	@ 32
Regular Balled Hams	@ 37
Skinned Balled Hams	@ 38
Balled Calas	@ 35
Cooked Loin Rolls	@ 36
Cooked Rolled Shoulder	@ 35

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Beef rounds, per set	@ 14
Beef exports, rounds	@ 20
Beef middles, per set	@ 35
Beef bungs, per piece	@ 14
Beef weasands	@ 1 1/2
Beef bladders, small, per doz.	@ 95
Hog casings, free of salt, regular	@ 75
Hog casings, f. o. s., extra narrow	@ 1.00
Hog middles, per set	@ 20
Hog bungs, export	@ 18
Hog bungs, large	@ 8
Hog bungs, prime	@ 6
Hog stomachs, per piece	@ 4
Imported wide sheep casings	@ 6
Imported medium wide sheep casings	@ —
Imported medium sheep casings	@ —

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## FERTILIZERS.

Dried blood, per unit	6.05 @ 6.10
Hoof meal, per unit	5.80 @ 5.85
Concentrated tankage, ground	5.50 @ 5.60
Ground tankage, 11%	6.00 @ 6.05
Ground tankage, 9 and 20%	5.75 @ 5.80
Crushed tankage, 9 and 20%	5.30 @ 5.35
Ground tankage, 6 1/2 and 30%	32.00 @ 33.00
Ground raw bone, per ton	32.00 @ 34.00
Ground steam bone, per ton	26.00 @ 27.00

## HORNS, HOOF AND BONES.

Horns, No. 1, per ton	105.00 @ 205.00
Hoofs, black, per ton	45.00 @ 55.00
Hoofs, striped, per ton	45.00 @ 55.00
Hoofs, white, per ton	55.00 @ 65.00
Flat shin bones, 40 lbs. ave., per ton	60.00 @ 65.00
Round shin bones, 38-40 lbs., av. per ton	60.00 @ 70.00
Round shin bones, 50-52 lbs., av. per ton	75.00 @ 80.00
Long thigh bones, 90-95 lbs., av. per ton	130.00 @ 140.00
Skulls, jaws and knuckles, per ton	40.00 @ 45.00

## LARD.

Prime steam, cash	@ 23.42 1/2
Prime steam, loose	@ 23.37 1/2
Leaf	@ 22.50
Compound	@ 17 1/2
Neutral lard	23.75 @ 26.00

## STEARINES.

Prime oleo	@ 19 1/2
Tallow	@ —
Grease, yellow	16 1/2 @ 16 1/2
Grease, A white	17 1/2 @ 17 1/2

## OILS.

Oleo oil, extra	21 @ 21 1/2
Oleo oil, No. 2	20 1/2 @ 20 1/2
Oleo stock	19 1/2 @ 20
Linseed, per gal.	— @ —
Corn oil, loose	13 1/2 @ 13 1/2
Soya bean oil, seller tank, f. o. b. coast	13 1/2 @ 13 1/2

## TALLOW.

Edible	18 @ 18 1/2
Prime Country	14 1/2 @ 15
Packers' Prime	17 1/2 @ 17 1/2
Packers' No. 1	17 @ 17 1/2
Packers' No. 2	15 1/2 @ 16

## GREASES.

White, choice	17 1/2 @ 18
White, "A"	17 1/2 @ 17 1/2
White "B"	16 1/2 @ 16 1/2
Bone naphtha extracted	@ —
Crackling	15 1/2 @ 15 1/2
House	15 1/2 @ 16
Yellow	15 1/2 @ 16
Brown	13 @ 14
Glycerine, C. P.	63 @ 64
Glycerine, dynamite	62 1/2 @ 63
Glycerine, crude soap	44 @ 45
Glycerine, candle	49 @ 50

## COTTONSEED OILS.

P. S. Y., loose, Chicago	nom.
P. S. Y., soap grade	nom.
Soap stock, bbls., concn., 62 @ 65 f. a. Tex.	6 1/2 @ 7
Soap stock, loose	nom.

## COOPERAGE.

Ash pork barrels, black iron hoops	1.25 @ 1.30
Oak pork barrels, black iron hoops	1.35 @ 1.40
Ash pork barrels, galv. iron hoops	1.45 @ 1.50
Red oak lard tierces	1.80 @ 1.82 1/2
White oak lard tierces	2.00 @ 2.05
White oak ham tierces	@ 35.00

## CURING MATERIALS.

Refined saltpetre, granulated	@ 31
Refined saltpetre, crystals	37 @ 38
Refined nitrate of soda, gran. f. o. b. N. Y. C.	@ 64
Refined nitrate of soda, crystals	6 1/2 @ 6 1/2
Sugar	

White, clarified	@ 8 1/2
Plantation, granulated	@ 8 1/2
Yellow, clarified	@ 8 1/2

## F. O. B. CHICAGO.

Salt—	
Ashton, in sacks, 224 lbs.	2.90
Ashton, car lots, per sack	2.70
English packing, T. H. & Co., car lots, per sack	—
English packing, C. H. & Co., car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	7.70
Michigan, medium car lots, per ton	8.70

Prices f. o. b. Chicago.

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Lighting, Signs and Other Features of the Modern Shop

By a Veteran Retailer.

A part of store equipment to which not nearly enough attention has been paid is the lighting. The ordinary small shopkeeper has not realized its vast importance, and did not know what it meant to his business to have his store brightly illuminated. It attracts attention and displays goods. And to the butcher it means fewer errors in cutting and weighing, and is better for the eyes.

It might be wise to consider the cost of lighting as part of the necessary advertising expense, instead of charging it to the overhead, as a well-lighted store is a very good advertisement indeed. It shows a man is progressive and up-to-date, and it brings new trade.

The old-fashioned shop was not considered complete unless it had the long gas-pipe running the full length of the shop, with from 12 to 20 gas jets, and when they were all turned on, particularly on a Saturday night from 6 to 12 o'clock, the heat was terrific. It blackened the meat, often spoiling much of it, and much trimming had to be done Monday mornings. The electric light has done away with all that, and gives a far better light.

Customers prefer a well-lighted store to a dingy, half-dark establishment, where the goods are not displayed to their full advantage, and the cost of electric lighting is not a great deal more than the gas bill, particularly in the small shops where less light is needed. And a small, cheap reflector will increase the light at least 25 per cent.

Notice the prosperous stores in any city or large town and see who are the prosperous shopkeepers. They are those with well-lighted stores, because they are firm believers in advertising, and the publicity it brings keeps constantly adding to their trade.

#### Signs an Important Feature of the Shop.

Another form of advertising is signs, which is a very important feature of storekeeping, an invitation for the passerby to enter. But there are signs and signs. A few years ago, when meat and poultry were cheap, the shops in the poorer and medium-class neighborhoods had their windows and fronts plastered with signs—green, red, yellow, blue, black—until store windows looked like job-lots of punk rainbows, announcing special sales on everything in the meat line. Many of them covered the windows from top to bottom.

The high price of meats has stopped that, and the signs today are small and neat, calling attention to one or two specials. They attract attention and can be read at once, and are very unlike the type of sign that was formerly used by some butchers. The latter had signs painted at holiday times across the front of the shop showing a locomotive and a train of freight cars bringing in turkeys by the car load. All the turkeys that kind of a shop could use would be lost in the smoke-stack!

That is one of the good things that the high price of meat has been responsible for. Many of them were misleading and untruthful in the days when ram was sold for lamb, and roosters had turkeys' heads sewed on them, and scalded, frozen No. 2 fowl were sold for Philadelphia roasting chickens, and bantam cocks were called "broilers," and chuck roasts were called prime rib roast, etc. Those were the misleading and untruthful signs that are not seen nowadays.

#### Butchers Made Better Business Men.

Another good thing that dear meat has done has been to make good business men, mathematicians and financiers out of some pretty crude material. They find that it pays better to stick to the shop than to go pinchle-playing at the coffee houses in the afternoons. They pay the price for their goods, and get the price for them. Having learned their little lesson from experience, they won't forget it very readily.

Today the business is on a far better footing than it has ever been before, in spite of the high markets. Many irresponsible men were forced out, which is a good thing for everybody concerned, and those who remain do business as it should be done.

They may add different departments from time to time, such as canned goods, butter and eggs, fruit, vegetables and fish. And many of them handle a very nice line of delicatessen, etc. The stores are well kept, clean and sanitary, well lighted and properly advertised by the use of a few specials each week.

Deliveries are being cut down where possible, less credit extended, and old accounts adjusted as rapidly as possible, and when new customers ask for credit their credentials are carefully looked into, and if satisfactory credit is extended, for a limited time only—not like the advocates of "free trade," who moved when their pass book was filled up.

That kind of "free trading" is done with, along with the old signs, the dingy lights, the brown wrapping paper, the greasy wooden benches, and the tobacco-chewing and whiskey-laden breath of the old-time journeyman, who wore a dirty apron all day just to show how hard he didn't work. The hard-swearing, swaggering, loud-mouthed butcher of the old days—who took home a flat-bone steak and charged up three pounds of spare ribs—is replaced by clean-cut, decent and honest young men who, being well paid, are loyal to their employers, and take pride in their personal appearance. They are skillful cutters and can figure accurately, too.

#### The Butcher of Today.

So, taking it all in all, the retail butcher and his shop and help are today a vastly different proposition from what they used to

be, and we are still learning. The shops are more like markets, where most of the food-stuffs are offered for sale under one roof, which is a great convenience to the purchasing public. The tipping is gradually growing less, the giving away of fat, bones and liver is rapidly becoming a thing of the past. Short weight is almost unknown. The hours are not so long, and the pay of employees compares very favorably with other lines. The retail butcher business is looked upon with at least a measure of the respect which it always should have commanded.

L. A.

#### LOCAL AND PERSONAL.

J. Campbell's meat market in Peterboro, N. Y., will be opened by Henry Graybo.

J. Harry Barker, a meat dealer of Rochester, N. Y., has filed a voluntary petition in bankruptcy with liabilities of \$4,053.94 and assets of \$1,200.

The meat market at 226 Main street, Pekin, Ill., formerly conducted by Zimmerman & Apfel, will be reopened by Bessler & Neal, of Peoria, Ill.

Ligler & Moore have sold the meat market at Hunter, Kan., to D. N. Thomas.

The City Meat Market, at Blanchard, Okla., has been taken over by E. T. Hood.

A meat market has been opened in the T. M. Blundell Grocery Building, Checotah, Okla., by Samuel Crabtree and B. Hill.

Harry Eyerly has purchased a half interest in the meat market at Gardner, Kan., conducted by C. Horn.

The Harp Meat Market at Maude, Okla., has been purchased by A. A. McCarty.

B. A. Benson has sold his meat market on Mill street, Austin, Minn., to H. A. Westby, of Mora, Minn.

Isaac Gustafson, aged 56, who conducted a meat and grocery market at the corner of Cleveland avenue and Third streets, Ishpeming, Mich., dropped dead from heart disease. He is survived by his widow, one daughter and three sons.

Scharfenberg Bros. opened their new meat market at 63 South Seminary street, Galesburg, Ill.

Leonidas Demers, formerly of Ware, Mass., but who has been conducting a market in Springfield, Mass., has returned to Ware, and will reopen his market there.

The Liberty Stores Company, Inc., Providence, R. I., has been incorporated with a capital stock of \$10,000 by Walter V. Small and Nathan M. Wright, Jr., of Providence, and Harold R. Curtis, of Warwick.

Roy Shuler will open a meat market in Parshall, N. D.

Jacob Brown sold out to the Lambi Meat Co., Red Wing, Minn.

Clarence Ross opened a meat market in Opheim, Mont.

A meat market has been opened in Forest City, Iowa, by Charles Handy.

Charles Salling sold his interest in the White Market, Lisbon, N. Dak., to J. L. Williams.

Frank Haffer will open a meat market in Chappell, Neb.

Harry Hesser has sold his meat market in Somers, Iowa, to Albert Knutsen.

Charles Swanson has sold his meat market in Syracuse, Neb., to E. G. Mueller.

H. A. Clark's meat market in Minatare, Neb., has been purchased by J. D. Bush.

Peter Becker bought the Buffalo Center Meat Market in Buffalo Center, Iowa.

A meat market has been opened in Carpenter, Iowa, by Joseph Seichter.



The meat market at South English, Iowa, conducted by Charles Fowler, has been damaged by fire.

J. C. Stroth will open a meat market at Fremont, Neb.

W. P. Clark bought the Spisla Meat Market at Meville, N. Dak.

James Haber is about to engage in the meat business at Romeo, Neb.

P. E. Woldendorp, the meat and grocery dealer of 759 Portage Street, Kalamazoo, Mich., has suffered a fire loss of \$2,000.

Dan Kronmeyer has suffered a fire loss of about fifty per cent in his butcher shop at Kalamazoo, Mich.

The dissolution is reported of the meat and grocery firm of Sparrow & Von Lintig, at Los Angeles, Cal.

David Clark has sold out his meat and grocery business in Redondo, Cal., to A. L. Minkler.

Fred Pfeiffer is about to erect a meat market in Anamoose, N. D.

The Othello Meat Co., Othello, Wash., has suffered a small fire loss.

T. E. Yeager, of Warden, Wash., has discontinued his meat department, but will continue in the grocery business.

Charlie Wilmert has purchased the butcher shop of Mr. Gehlert in Ronan, Mont.

Nelson Brothers have disposed of their butcher shop in Poplar, Mont., to Jos. Culbertson.

#### HIDE AND SKIN MARKETS.

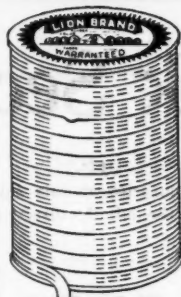
(Continued from page 30.)

haired lots of buffs are in very little demand. Western shippers are nominally asking around 24@24½c., but buyers' ideas are about 1@1½c. under. Extremes are slow, and though Middle Western shippers are nominally quoting 27@28c. for all short hair, free of grubs, buyers' ideas are about 1c. under. Some Western lots offered here of poorer quality at 24@26c. fail to interest buyers. There are not many steers on hand, and these are firmer than most varieties. Western heavy steers are nominally quoted at 26c. here and special selection up to 28c. An offering is noted of about 750 Western small packer steers, 55 lbs. average, about two-thirds short hair, August salting, and one-third earlier salting, at 27c. selected. New York State and New England, etc., all weight hides, are nominally quoted at 23@24c. flat. About 600 New York State all weight cities out of first salt sold at 23c. flat. Southerns are dull and no trading reported. Northern southern all weights are nominally quoted at 24@24½c. Middle southern at 23@23½c. Far southern at 22@22½c.

**CALFSKINS.**—The market is slow and weak. A little better inquiry was reported today though, but buyers' ideas generally are under asking prices even at the low figures of today. New York cities are nominally quoted at \$3.50, \$4.50, \$5.50 last paid. Outside mixed cities are nominal at \$3, \$4, \$5 and straight countries are offered at \$2.50, \$3.50, \$4.50. Some inquiry continues for kips, but local stocks are closely sold up.

**HORSEHIDES.**—A slightly firmer feeling is noted in this market, but no trading of any account has been effected. Countries are nominal at \$7@7.25. Dealers' mixed hides at \$7.50@7.75 and straight city renders' hides at \$8.25@8.50. More demand for butts is noted and the market is firmer; 2,500 butts 22 inch and up sold at \$3.30. Recent sales were effected at \$3.25 for small lots. B. A. dry 7½ kilos average, are quoted at \$4.40 c. & f. About 2,500 domestic fronts sold at reported price of \$5.50.

**WET SALTED HIDES.**—River Plate cables report sales to the United States of 10,000 Armour frigorifico steers at 27½c.; 2,000 Armour cows at 25½c.; also 1,000 La Plata cows at 25c. The frigorifico kill has been heavy according to cables received. Another sale is reported made to the United States of 15,000 La Plata frigorifico steers at 27½c. as figured out here. In the spot market trading is more or less restricted. About 3,000 Valparaiso hides sold at 23@23½c. Last sale of Mexicans were at 25c. for



## CONTRACTORS TO THE GOVERNMENT TAPES & BRAIDS FOR THE PACKING TRADE

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312 Market Street

Philadelphia, Pa.

## BEEF SPLITTERS

Foster Bros. brand



In general use in the principal packing houses of the country.

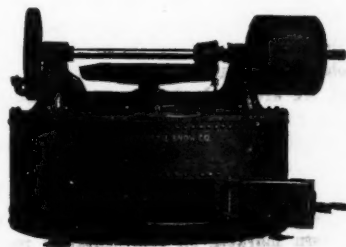
Ask for Cat. No. 17

SPLITTERS, CLEAVERS, KNIVES, STEELS, ETC.

**JOHN CHATILLON & SONS**

NEW YORK

SCALE MAKERS SINCE 1835

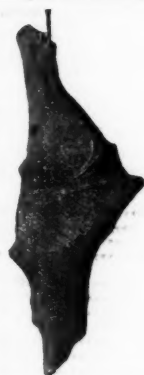


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Experience of 30 years.

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## BEEF, HAM and SHEEP B A G S

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES.

**WYNANTSKILL MFG. COMPANY**  
TROY, N. Y.

Mexico city's; 24c. for Vera Cruz city rasters and 20½@21c. for Vera Cruz, Tampico, etc., campos. Progressos last sold at 19½c. Cubans are weak; 1,000 best Havana packer hides sold at 23½c. Buyers' ideas for Havana regulars 40-45 lbs. average are about 18½@19c. Recent sales were made at 20½c. Bahias are nominal and quoted around 21½@22c. A lot of Swift's Montevideo frigorifico steers, damaged by fire at pier 26, Brooklyn, recently was auctioned off as follows: 950 of the best hides sold at 21½c.; 325 with spots on shanks and heads sold at 16c.; Lot No. 3 damaged on the body of hides brought 10c., and about 1,000 hides consisting of glues sold at 6c.

Boston.

The hide market is quiet, with dealers still holding to high prices, but tanners looking

for much lower quotations. Since the weakening in the packer market the average country collector has not been able to realize this sudden change, and is therefore holding at much higher prices than tanners think the stock is worth. Extremes are nominally quoted at 25@27½c. Buffs are held at 24@26c., the outside for short hair, free-of-grub stock. The Southern markets are waiting, with buyers and sellers several cents apart in their ideas. Northern southern are quoted 24c. for all weights. Middle southern 23c. and far southern 22c. Notwithstanding the popularity of calf leathers in fall shoes, there has been no noticeable change in the calfskin market on raw material. Offerings are few and trading is of only small proportions. Brokers are quoting \$3.50 for 5 to 7's; \$4.50 for 7 to 9's, and \$5.50 for 9 to 12's.

# New York Section

Chris. Grozinger's provision plant on Hamburg Avenue, Brooklyn, has been damaged by fire to the extent of \$15,000.

G. F. Swift, head of Swift & Company's provision department, was in New York during the week looking over the situation here.

Swift & Company's sales of beef in New York City for the week ending September 1, 1917, averaged as follows: Domestic beef, 15.55 cents per pound.

T. C. Sullivan, manager of the Swift provision department in the New York territory, has returned from his vacation, which he spent chiefly in motoring through the country.

The Continental Casing Company has been incorporated in New York with a capital stock of \$50,000. The incorporators are C. A. Holstein and J. M. Grant, of 120 Broadway, and I. Macowsky, of the Hotel Theresa, the latter a well known casings expert.

Theodore Eisenbiegler, one of the best known butchers in Brooklyn, and for thirty-three years engaged in the wholesale and retail business at No. 71 Lafayette Avenue, died on Saturday at his home, 75 Lafayette Avenue. He was born in Germany fifty-nine years ago and came to this country fifty-one years ago. He was regarded as a meat authority.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 1, 1917, by the New York City Department of Health: Meat, Manhattan, 1,208 lbs.; Brooklyn, 8,878 lbs.; Richmond, 5 lbs.; total, 10,091 lbs. Fish—Manhattan, 107 lbs.; Bronx, 77 lbs.; Richmond, 20 lbs.; total, 204 lbs. Poultry and game—Manhattan, 686 lbs.

Ernest Martens, dealer in provisions, etc., at No. 2002-2006 Meeker Avenue, Brooklyn, has filed a voluntary petition in bankruptcy, following an unsuccessful effort to settle with his creditors at 15 cents on the dollar. He schedules his liabilities to unsecured creditors at \$18,153, and assets at about \$1,650, besides an interest in the real estate of a nominal value. On behalf of several creditors Attorney Leon Dashew applied for the appointment of a temporary receiver.

Reports from the Department of Health regarding the collection of the government food survey blanks reveal the fact that in many instances these blanks have been returned to the patrolmen incorrectly filled out by retail grocers and butchers. Many cases were said to be of such a serious nature that it necessitated further instructions by the inspectors of the Board of Health before satisfactory results were obtained. Officials of the Health

Department expressed surprise at this state of affairs, in view of the minute directions given on the schedules.

## EFFECT OF WAR ON BUSINESS.

(Continued from page 17.)

Obviously, we will not copy England's system in full, because England has had to shape her control to meet contingencies entirely different from ours. We have no such proportionate burden upon our man-power or resources as England had or has; we cannot be starved; we do not need to import all our materials; we seem to have no financial problem; we join an economic mobilization against Germany already organized and working.

But as the war progresses, serious developments might throw a fuller weight of the burden on us, and change radically our early plans. We will find things to do that we do not now foresee. But we will be able to see them coming before they reach us, and England's experience in detail will be of much help to our business men in judging what we are likely to have to do as particular problems arise.

England has been compelled to adopt cer-

tain restrictions because of her peculiar financial position that we will in all likelihood not have to consider at all. England was the world's central commodity market, the financial and banking center of the whole world's commerce, and a workshop in which raw materials gathered from everywhere were turned into manufactures that were traded or invested abroad.

When the war broke the world's commerce was thrown into disorganization. As traders and bankers, English concerns owed vast sums abroad and had vast sums owing them. Temporary insolvency expressed in moratoriums in nearly all nations made it impossible for London to collect hundreds of millions due its traders and bankers and it was thereby impossible to pay hundreds of millions that London owed. It was a critical situation for a nation that had a war on its hands and required enormous quantities of food and manufacturing materials that it could obtain only by purchase.

England's salvation, that carried her over the crisis that would have overwhelmed her if England had not had her billions in foreign investments and enterprises as well as the commercial banking connections, was the aggregate of commodities that came as in-

## WESTERN DRESSED MEAT PRICES IN EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at New York and other Eastern markets on representative market days this week are reported as follows by the Office of Markets of the United States Department of Agriculture:

TUESDAY, SEPTEMBER 4, 1917.

Fresh beef, Western dressed:		Boston	New York	Philadelphia	Washington
Steers:					
Choice	.....	\$21.00@22.00	\$21.00@22.00	\$19.50@21.00	\$18.50@19.00
Good	.....	19.50@21.00	19.00@20.00	16.50@18.00	15.50@18.00
Medium	.....	16.00@18.50	16.00@18.00	13.50@16.00	12.50@15.50
Common	.....	14.00@16.00	13.50@15.50	12.00@13.00	11.00@12.00
Cows:					
Good	.....	14.50@15.00	15.00@15.50	14.50@15.00	13.00@14.00
Medium	.....	13.00@14.00	14.00@15.00	13.00@14.00	12.00@13.00
Common	.....	12.00@13.00	13.00@14.00	12.00@13.00	11.00@12.00
Bulls:					
Medium	.....	12.00@12.50	12.50@14.00	12.00@13.00	11.00@12.00
Common	.....	11.00@12.00	11.00@12.00	10.50@11.50	10.00@11.00
Fresh lamb and mutton, Western dressed:					
Lambs:					
Choice	.....	25.00@26.50	24.00@24.50	24.00@25.00	26.00@27.00
Good	.....	24.00@25.00	23.50@24.00	23.00@24.00	25.00@26.00
Medium	.....	22.00@24.00	22.50@23.50	21.00@23.00	20.00@24.00
Common	.....	20.00@22.00	20.00@22.00	18.00@20.00	18.00@20.00
Yearlings:					
Good	.....	17.00@18.00	16.00@17.00	16.00@17.00	15.00@16.00
Medium	.....	15.00@16.00	14.00@15.00	14.00@15.00	13.00@14.00
Common	.....	12.00@13.00	11.00@12.00	10.00@11.00	9.00@10.00
Mutton:					
Good	.....	21.00@22.00	20.00@21.00	21.00@22.00	20.00@21.00
Medium	.....	20.00@21.00	19.00@20.00	19.00@20.00	18.00@19.00
Common	.....	18.00@20.00	17.00@18.00	16.00@17.00	15.00@16.00

WEDNESDAY, SEPTEMBER 5, 1917.

Fresh beef, Western dressed:		Boston	New York	Philadelphia	Washington
Steers:					
Choice	.....	\$21.00@22.00	\$21.00@22.00	\$19.50@21.00	\$18.50@19.00
Good	.....	19.50@21.00	19.00@20.00	16.50@18.00	15.50@18.00
Medium	.....	16.00@18.50	16.00@18.00	13.50@16.00	12.50@15.50
Common	.....	14.00@16.00	13.50@15.50	12.00@13.00	11.00@12.00
Cows:					
Good	.....	14.50@15.00	15.00@15.50	14.50@15.00	13.00@14.00
Medium	.....	13.00@14.00	14.00@15.00	13.00@14.00	12.00@13.00
Common	.....	12.00@12.50	13.00@14.00	12.00@13.00	11.00@12.00
Bulls:					
Medium	.....	12.00@12.50	12.50@14.00	12.00@13.00	11.00@12.00
Common	.....	11.00@11.50	11.50@12.00	10.50@11.50	10.00@11.00
Fresh lamb and mutton, Western dressed:					
Lambs:					
Choice	.....	25.00@26.50	24.00@24.50	24.00@25.00	26.00@27.00
Good	.....	24.00@25.00	23.50@24.00	23.00@24.00	25.00@26.00
Medium	.....	22.00@24.00	22.50@23.50	21.00@23.00	20.00@24.00
Common	.....	20.00@21.00	20.00@22.00	18.00@20.00	18.00@20.00
Yearlings:					
Good	.....	17.00@18.00	16.00@17.00	16.00@17.00	15.00@16.00
Medium	.....	15.00@16.00	14.00@15.00	14.00@15.00	13.00@14.00
Common	.....	12.00@13.00	11.00@12.00	10.00@11.00	9.00@10.00
Mutton:					
Good	.....	21.00@22.00	20.00@21.00	21.00@22.00	20.00@21.00
Medium	.....	20.00@21.00	19.00@20.00	19.00@20.00	18.00@19.00
Common	.....	18.00@20.00	17.00@18.00	16.00@17.00	15.00@16.00

Lamb prices "pluck in" at New York City and Philadelphia. All other lamb and mutton prices "pluck out."

come from these and as fruits of productive foreign industries conducted by Englishmen—this and the control of commercial organization by which commodities were kept moving toward England.

This could not have kept up long. But the government, declaring a brief moratorium, put behind every legitimate exporter, importer, trader and banker the great formal store of British capital by having the Bank of England take the uncollectible bills due from abroad and carry them along till after the war, also by advancing the credit necessary for settling existing and new import transactions. The Liverpool Cotton Exchange had closed. The government financed the adjustments necessary for it to open for new business. There is therefore an immense burden which must be met two years after the war is over, if the collections and payments suspended by the outbreak of war are not settled in that time.

(To be continued.)

#### A PACKERS' EMPLOYMENT BUREAU.

The subject of hiring employees has until recently received little or no attention by the large industries. This subject has now begun to receive the attention it deserves, and Armour and Company are taking steps to make the hiring and placing of new employees as important a factor as the production, selling or distribution of its products.

Statistics have proven that it takes a considerable amount of money to break in a new man in any kind of industry; and where the man proves to be a square peg in a round hole that money is lost both to him and to his employer. The great amount of shifting from one firm to another, that takes place in all industries, is an economic loss which careful hiring may serve to decrease. The aim in this is to choose the right man at the outset, and then see to it that he has every possible opportunity to develop himself to the limit of his capacities. This is employment management in a nutshell.

In agreement with this idea the Armour Employment Bureau, recently started, has in the first place devised a careful system of interviewing. All applicants must apply to the bureau and answer questions by the examiners. These questions aim to bring out just what kind of work the applicant desires and whether or not he is fitted for it. If the new man is started rightly in the kind of work to which he is adapted, he is more apt to remain and develop.

Following the interview is a physical examination, which seeks to make sure that no man shall be assigned to work for which he is physically incapacitated, nor that anyone shall be added to the force who would be a danger to the health of other employees.

Each man's record is carefully kept. If he is discharged or decides to quit, he must go to the employment bureau for his time. At this point he is questioned, and also his foreman is consulted; and many times the reasons for discharge or quitting are found to be conditions that can be corrected. Sometimes a transfer from one department to another saves the loss of an experienced man.

Records are kept of the turnover of labor hire in each department of the plant, and

comparisons of department with department are made. Foremen take pride in keeping this turnover as low as possible in order to maintain the efficiency of their departments. They are encouraged to show careful consideration to new men, so that they may get a good start, and to promote from the ranks, wherever possible, instead of going outside for help.

Where departmental records show a too rapid turnover of hiring an investigation is made. The trouble may be lack of interest on the part of the foreman, or it may be that there is something in the working conditions that needs correcting.

Each department, as far in advance as possible, gives the employment bureau a statement of the additional help which it will need, and description of what kind of work the new employees will be called upon to perform.

These are some of the things which are taken into consideration by the employment bureau.

So far it has worked admirably at plants where it has been given special attention, and it promises better results for all the plants when its possibilities become better known.

While it develops efficiency on the part of the employees, which is a benefit to Armour & Company, it is a material benefit to the employee in that the experience and education he has acquired in any particular line of work may be capitalized by him when the opportunity for advancement or promotion occurs.

Experience and service are the greatest assets that any employee can have, and it is too often lost sight of in large institutions. It is for this purpose that the employment bureau was primarily established; that a record may be kept of the men showing service, experience and such other characteristics as may make him a candidate for promotion in any other branch of the organization than that in which he is employed. It is characteristic of an individual, as it is of an institution, to criticize those about us severely, remembering in many instances only their failures and forgetting their experience, long service and many other good characteristics which entitle them to credit. The establishment of this employment bureau will serve to correct this to a large extent and will enable the company officials to have in front of them at all times a good list of available candidates for various positions, whose experience and service will insure them favorable consideration when opportunities offer.

It has another element in that it adds to efficiency in the operation of the Armour plants and in the production and standardizing of Armour products.

Some of the methods used in interviewing, keeping records, adjusting misunderstandings, adapting the man to his work, developing prospects for advanced positions, etc., might well be used in some of the branch houses, for they are universal principles of employment management.—The Armour Magazine.

## B and P Special Enamel

An enamel that will give service on the walls and ceilings of rooms where live steam, grease and fumes compete in attempts at destruction. --: --:

THE TROPICAL PAINT & OIL CO.  
CLEVELAND, OHIO

### Inspected and Passed

Every man engaged in the meat industry appreciates he is dealing in a perishable food. He knows also that he is not only required to use a reasonable amount of sanitary precaution in its handling, but that he also will do this voluntarily for his own interest.

To help him to do this, and to do it to the best advantage to himself in both labor and expense

**Wyandotte**  
Sanitary  
Cleaner and Cleanser

has proved time after time, for a number of years past, to be the right material to use. It secures a purity and a cleanliness that is both pleasing and effective. It is soluble in water and an easy rinser. It will surprise you too with the results it produces when used with cold water, although if hot water is obtainable still better and quicker action results. Order from your supply house.

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In Every Package of Wyandotte Sanitary Cleaner and Cleanser.

THE J. B. FORD CO.

Sole Manufacturers  
Wyandotte Mich.

This Cleaner has been awarded the highest prize wherever exhibited

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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to choice.....	\$8.20@15.45
Oxen .....	—@—
Bulls .....	6.50@ 9.00
Cows .....	4.00@ 8.50

## LIVE CALVES.

Live veals .....	12.00@17.00
Live calves, Maryland .....	—@—
Live calves, Western .....	8.00@10.50
Live calves, culls, per 100 lbs. ....	10.00@12.00
Live calves, grassers and skim milk. ....	7.00@ 9.00

## LIVE SHEEP AND LAMBS.

Live lambs, ordinary to prime.....	16.00@18.25
Live sheep, very common to ordinary. ....	7.00@11.00
Live sheep, ewes .....	—@—
Live sheep, culls .....	4.00@ 6.00

## LIVE HOGS.

Hogs, heavy .....	@19.00
Hogs, medium .....	@19.00
Hogs, 140 lbs. ....	@18.75
Pigs .....	@16.50
Roughs .....	@16.50

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy .....	.22 @23
Choice native light.....	.21 @22
Native, common to fair .....	.18 @20

### WESTERN DRESSED BEEF.

Choice native heavy .....	.23 @24
Choice native light.....	.21 @22
Native, common to fair .....	.19 1/2 @20
Choice Western, heavy .....	.19 @20
Choice Western, light .....	.18 @19
Common to fair Texas.....	.15 @16
Good to choice heifers.....	.19 1/2 @20 1/2
Common to fair heifers.....	.18 @19
Choice cows .....	.16 1/2 @17 1/2
Common to fair cows.....	.13 1/2 @15
Fresh Bologna bulls.....	.11 1/2 @12 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@28	@28
No. 2 ribs.....	@23	@24
No. 3 ribs.....	@17	@21
No. 1 loins.....	@28	@30
No. 2 loins.....	@23	@26
No. 3 loins.....	@17	@22
No. 1 hinds and ribs.....	.27 @28	.24 @25
No. 2 hinds and ribs.....	.21 @23	.20 @22
No. 3 hinds and ribs.....	.19 @20	.19 1/2 @20
No. 1 rounds.....	.19 @19 1/2	.19 @19
No. 2 rounds.....	.17 1/2 @18 1/2	.16 @17
No. 3 rounds.....	.16 @17	.15 @16
No. 1 chucks.....	.17 @18	.16 1/2 @17 1/2
No. 2 chucks.....	.15 @16	.14 1/2 @15 1/2
No. 3 chucks.....	.12 @13	.11 1/2 @12 1/2

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb. ....	@24
Veals, country dressed, per lb. ....	@22
Western calves, choice.....	@23
Western calves, fair to good .....	@20
Grassers and buttermilks .....	@15

## DRESSED HOGS.

Hogs, heavy .....	@24 1/2
Hogs, 180 lbs. ....	@24 1/2
Hogs, 160 lbs. ....	@24 1/2
Hogs, 140 lbs. ....	@25 1/2
Pigs .....	@25 1/2

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@24
Lambs, choice .....	—@—
Lambs, good .....	@23
Lambs, medium to good .....	@21
Sheep, choice .....	@18
Sheep, medium to good .....	@17
Sheep, culls .....	@16

## PROVISIONS.

(Jobbing trade.)

Smoked hams, 10 lbs. avg.....	@27
Smoked hams, 12 to 14 lbs. avg.....	@26 1/2
Smoked hams, 14 to 16 lbs. avg.....	@26 1/2
Smoked picnics, light .....	@22
Smoked picnics, heavy .....	@22
Smoked shoulders .....	@21 1/2
Smoked beef tongue, per lb.....	@30
Smoked bacon (rib in).....	@34
Dried beef sets .....	@32
Smoked beef tongue, per lb.....	@30
Pickled bellies, heavy .....	@32

## FRESH PORK CUTS.

Fresh pork loins, city.....	@34
Fresh pork loins, Western.....	@32
Frozen pork loins .....	@29
Fresh pork tenderloins.....	@34
Frozen pork tenderloins.....	@33
Shoulders, city .....	@27
Shoulders, Western .....	@25
Butts, regular .....	@28
Butts, boneless .....	@32
Fresh hams, city .....	@29
Fresh hams, Western .....	@26
Fresh picnic hams .....	@20

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs. ....	\$5.00@87.50
per 100 pcs. ....	
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs. ....	75.00@77.50
Black hoofs, per ton.....	80.00@90.00
Striped hoofs, per ton .....	80.00@90.00
White hoofs, per ton .....	90.00@95.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs. ....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1's.....	185.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 2's.....	@125.00
Horns, avg. 7 1/2 oz. and over, No. 3's.....	@ 90.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.....	@24c. a pound
Fresh steer tongues, untrimmed.....	@17c. a pound
Fresh cow tongues .....	@16c. a pound
Calves' heads, scalded .....	@65c. a piece
Sweetbreads, veal .....	@85c. a pair
Sweetbreads, beef .....	@40c. a pound
Calves' livers .....	@30c. a pound
Beef kidneys .....	@15c. a pound
Mutton kidneys .....	@20c. a pound
Livers, beef .....	@14c. a pound
Oxtails .....	@12c. a pound
Hearts, beef .....	@12 1/2 c. a pound
Rolls, beef .....	@24c. a pound
Tenderloin, beef, Western.....	@40c. a pound
Lambs' fries .....	@12c. a pair
Extra lean pork trimmings .....	@24c. a pound
Blade meat .....	@18c. a pound

## BUTCHERS' FAT.

Ordinary shop fat .....	@ 7 1/2
Suet, fresh and heavy .....	@11
Shop bones, per cwt.....	@35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	•
Sheep, imp., medium wide, per bundle.....	•
Sheep, imp., medium, per bundle.....	•
Sheep, imp., narrow, per bundle.....	•
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York .....	@75
Hog, extra narrow, selected, per lb.....	@1.00
Hog, middles .....	@20
Beef rounds, domestic, per set, f. o. b. New York .....	@14
Beef rounds, export, per set, f. o. b. New York .....	@20
Beef buns, piece, f. o. b. New York.....	@14
Beef middles, per set, f. o. b. New York.....	@35
Beef wessands, No. 1s, each.....	@ 8 1/2
Beef wessands, No. 2s, each.....	@ 4
Beef bladders, small per doz.....	@95

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## SPICES.

	Whols.	Ground.
Pepper, Sing., white.....	27	29
Pepper, Sing., black.....	25	27
Pepper, Penang, white.....	27	29
Pepper, red .....	16	19
Allspice .....	7	9 1/2
Cinnamon .....	22	26
Coriander .....	18	20
Cloves .....	38	41
Ginger .....	20	23
Mace .....	56	60

## CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	@28
Refined saltpetre, crystals, bbls.....	@32
Refined nitrate of soda, gran., f. o. b. N. Y. 6 .....	@ 6 1/2
Refined nitrate of soda, crystals.....	6 1/2 @ 6 1/2

## GREEN CALFSKINS.

No. 1 skins .....	@.45
No. 2 skins .....	@.43
No. 3 skins .....	@.33
Branded skins .....	@.37
Ticky skins .....	@.37
No. 1 B. M. skins .....	@.43
No. 2 B. M. skins .....	@.41
No. 1, 12 1/2-14 .....	@5.00
No. 2, 12 1/2-14 .....	@5.00
No. 1 B. M., 12 1/2-14.....	@5.00
No. 2 B. M., 12 1/2-14.....	@4.75
No. 1 kips, 14-18.....	@5.50
No. 2 kips, 14-18.....	@5.25
No. 1 B. M. kips, 14-18.....	@5.25
No. 2 B. M. kips.....	@5.00
No. 1 heavy kips, 18 and over.....	@6.75
No. 2 heavy kips, 18 and over.....	@6.50
Branded kips .....	@4.50
Heavy branded kips .....	@5.50
Ticky kips .....	@4.50
Heavy ticky kips .....	@5.50

## DRESSED POULTRY.

### TURKEYS.

Barrels—Dry-packed—	
Western, dry-picked, young avg., best....	@22
Western, old hens or toms.....	@23
Texas, fair to good.....	@21

### CHICKENS.

Fresh soft-meated, barrels—	
Phila. and L. I. fancy broilers, 3 to 4 lbs. to pair .....	@36
Western, dry-picked, broilers, per lb.....	@28
Virginia broilers, per lb.....	@30
Nearby squab broilers, 2 to 2 1/2 lbs. to pair .....	@80
Fowls—12 to box, milk-fed, dry-packed—	
Western, boxes, 60 lbs. and over to doz., dry-picked .....	@27
Western, boxes, 48 to 55 lbs. to doz., dry-picked .....	@26 1/2
Western, boxes, 43 to 47 lbs. to doz., dry-picked .....	.25 1/2 @26
Western, boxes, 36 to 42 lbs. to doz., dry-picked .....	@24
Western, boxes, 30 to 35 lbs. to doz., dry-picked .....	.22 @22 1/2
Western, boxes, under 30 lbs. to doz.....	@21
Fowls—Fresh, dry-packed, corn-fed, 12 to box—	
Western, 60 lbs. and over to doz., dry-picked .....	@26 1/2
Western, 48 to 55 lbs. to doz., dry-pkd.....	.25 1/2 @26
Western, 43 to 47 lbs. to doz., dry-pkd.....	.25 1/2 @25 1/2
Western, 36 to 42 lbs. to doz., dry-pkd.....	@23
Western, 30 to 35 lbs. to doz., dry-pkd.....	.21 1/2 @21 1/2
Western, under 30 lbs. to doz., dry-pkd.....	@20

Fowls—Barrels, dry-packed—	
Western, boxes, 5 lbs. and over.....	@26 1/2
Western, boxes, 4 to 4 1/2 lbs., dry-pkd.....	.25 1/2 @26 1/2
Old Cocks, per lb. ....	@20
Southern large .....	.25 @26

Other Poultry—	
Squabs, prime, white, 10 lbs. to doz., per doz. ....	4.25@4.50
Long Island Spring Ducklings.....	@22

Broilers—12 to box, frozen—	
Milk-fed, fancy, 18 to 24 lbs. to doz.....	@27
Milk-fed, fancy, 25 to 29 lbs. to doz.....	@25
Corn-fed, fancy, 18 to 24 lbs. to doz.....	@24
Corn-fed, prime, 25 to 30 lbs. to doz.....	@24

Chickens—Frozen, 12 to box, soft-meated—	
Milk-fed, 31 to 36 lbs. to doz.....	.23 @24
Milk-fed, 37 to 42 lbs. to doz.....	.23 @24
Milk-fed, 43 to 47 lbs. to doz.....	.24 @25
Milk-fed, 48 lbs. and over to doz.....	.27 @28
Milk-fed, 60 lbs. and over to doz.....	.28 @29
Corn-fed, 31 to 36 lbs. to doz.....	.22 @23
Corn-fed, 37 to 42 lbs. to doz.....	.22 @23
Corn-fed, 43 to 47 lbs. to doz.....	.23 @24
Corn-fed, 48 lbs. and over to doz.....	.25 @26
Corn-fed, 60 lbs. and over to doz.....	.27 @28

## LIVE POULTRY.

Chickens .....	@30
Fowls, average .....	@27
Roosters, old .....	@18
Turkeys .....	—@—
Geese .....	—@—
Ducks .....	@25

## BUTTER.

Creamery, extra (92 score).....	@43 1/2
Creamery, higher (scoring lots).....	.43 1/2 @44 1/2
Creamery, Firsts .....	.42 @43
Process, Extras .....	.41 @41 1/2
Process, Firsts .....	.39 1/2 @40 1/2

## EGGS.

Fresh gathered, extras .....	.44 @45
Fresh gathered, extra firsts .....	.42 @43
Fresh gathered, firsts .....	.39 @41
Fresh gathered, seconds .....	.37 @38
Fresh checks, good to choice.....	.31 @32

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton .....	@30.00
Bone meal, raw, per ton.....	@35.00
Dried blood, high grade.....	@ 6.40
Nitrate of soda—spot.....	@ 4.20
Bone black, discard, sugar house del. New York .....	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia .....	6.35 and 10c.
Garbage tankage .....	@10.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore .....	—@—
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime .....	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (55c. per unit available phos. acid).....	—@—
Sulphate ammonia, for shipment, per 100 lbs., guar., 25% .....	@ 7.00
Sulphate ammonia, per 100 lbs. spot guar., 25% .....	@ 7.00

